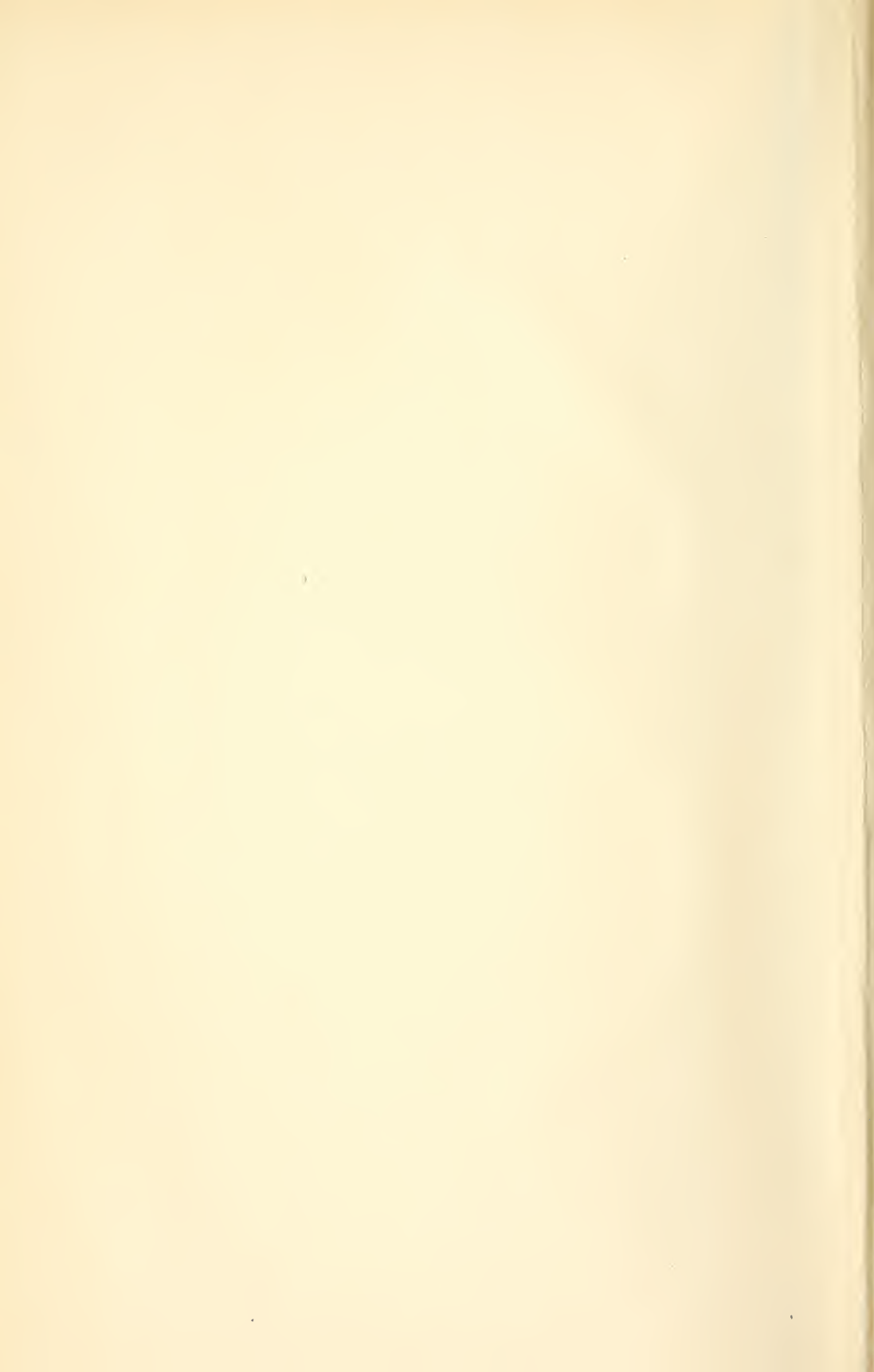


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TO THE

WEEKLY BULLETIN

PUBLISHED BY THE

DEPARTMENT OF TRADE AND COMMERCE

FOR THE

SIX MONTHS ENDING DECEMBER 31, 1917

Vol. 17 (July - Dec. 1917)

(WEEKLY BULLETINS Nos. 701 to 727)

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OTTAWA

J. DE LABROQUERIE TACHÉ

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1918



WERNER BULLFIGHT

The following is a list of the names of the bulls which were killed by the various matadors during the season 1900-1901.

The names of the bulls are given in the order in which they were killed, and the names of the matadors are given in parentheses after the names of the bulls.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH



VOL. XVII.



No. 701.

WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, JULY 2, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(*Minister of Trade and Commerce*).

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1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, July 2, 1917.

No. 701

BRITISH DEMAND FOR CANADIAN FOOD PRODUCTS AND THE QUESTION OF TRANSPORTATION.

Producers of several lines of food products in Canada are faced by a somewhat difficult problem as to what may be required for export to Great Britain and as to the possibilities of tonnage therefor. In so far as these lines of food products are disposed of to the British Government or the War Office by contract, the question of transport is eliminated, the Government, of course, taking care to provide for the carriage of its own supplies.

In the matter of wheat, and flour, and cheese, owing to arrangements that have been made, no question arises. All of these products that can be raised and made available will be required and the market is therefore certain. Similar conditions, however, do not obtain in the case of bacon, eggs, butter and poultry. It is, however, possible to estimate the quantity that Great Britain will require and secondly, define the possible market in that country for supplies raised here. The best information available is that the quantity of bacon required is likely to exceed the amount taken last year, and if supplies from Denmark are reduced, as seems probable, the excess required may be considerable. Eggs and poultry will probably be required in about the same quantities as last year, but they are not regarded as such essential supplies as bacon, and imports are more likely to be limited by the shipping situation.

As regards butter, supplies from Denmark may be greatly reduced in the near future, in which case butter will be required from Canada in quantities greatly exceeding the normal.

The following tables of imports of these articles into Great Britain for the calendar years 1915 and 1916 and of the exports of the same from Canada during those years will give an idea of the probable call for these commodities during the current and coming calendar years:—

TOTAL IMPORTS INTO THE UNITED KINGDOM OF BUTTER, EGGS, POULTRY, AND BACON DURING THE YEARS ENDED DECEMBER 31, 1915 AND 1916.

Classification.	1915.		1916.	
	Quantity.	Value.	Quantity	Value.
Butter.. Lb.	431,631,760	\$131,510,691	243,939,248	\$ 92,356,923
Eggs.. Doz.	102,460,260	29,800,187	66,064,110	23,074,817
Poultry, dead.. . . .Lb.	17,521,280	3,184,357	15,386,784	3,095,131
Bacon Lb.	730,618,224	123,815,105	832,826,960	167,324,356

EXPORTS FROM CANADA TO THE UNITED KINGDOM OF BUTTER, EGGS, POULTRY, AND BACON (CANADIAN PRODUCE) DURING THE YEARS ENDED DECEMBER 31, 1915 AND 1916.

Classification.	1915.		1916.	
	Quantity.	Value.	Quantity.	Value.
Butter.. Lb.	2,063,915	\$ 629,840	6,762,898	\$ 2,099,931
Eggs Doz.	7,151,031	2,037,294	5,481,958	1,892,843
Poultry, dead . . . . .	.....	33,983	.....	23,089
Bacon Lb.	127,737,376	21,602,239	193,514,518	38,247,868

AUSTRALIA.

REPORT OF TRADE COMMISSIONER.

(Mr. D. H. Ross.)

MELBOURNE, May 9, 1917.

AUSTRALIAN TRADE IN REFRIGERATORS.

Special Trade Inquiries from Canada.

Correspondence addressed to the Department of Trade and Commerce, Ottawa, and also to this office, has inspired this report which is submitted for the information of interested Canadian manufacturers.

The requests for particulars relative to the Australian trade in refrigerators have caused close investigation to be made in various trading channels, and from the data presented in subsequent paragraphs Canadian manufacturers should be able to make their own deductions.

The importing charges on measurement goods of bulky character, such as refrigerators, are abnormal, but if this market is to be exploited after the war, it is essential to make trading arrangements well in advance.

Orders for oversea refrigerators in normal years are placed from January to March for delivery about September in Australia. Refrigerators are stocked chiefly by retail hardware houses and furniture dealers. Addresses of Australian importers of refrigerators and dealers in dairy equipment will be found in the 1915 revised edition of the Directory of Foreign Importers, published by the Department of Trade and Commerce, Ottawa.

Household Refrigerators.

Only in comparatively recent years has the manufacture of artificial ice developed into an extensive industry in Australian cities and towns. With improved and cheaper plants, and the resultant competition, the cost of ice became gradually lowered so that it was no longer prohibitive to families in moderate circumstances.

The advantages of a refrigerator in the homes of the people—who had not hitherto known them—were speedily recognized and within a few years their importation was upon a most extensive scale.

The first refrigerators imported from the United States were not only costly to the individual purchaser but, owing to inferior insulation, the maintenance of supplies of ice formed an expensive item in household expenditure. Manufacturers speedily improved the methods of insulation and, prior to the war, many thousands of refrigerators were annually imported from the United States into Australia.

Advantage was taken of practically a virgin trading field to exploit, with the result that ultimately the competition of some eight or nine United States manufacturers brought down the prices of refrigerators suitable for small families to a small monetary outlay.

Since the war, the whole aspect has materially changed and the trade in 1916-17 has been almost non-existent in so far as imported refrigerators are concerned. Customs duties have been increased to 49½ per cent on the net f.o.b. steamer cost at port of shipment which, combined with the unprecedented marine freight rates ruling for some time past, increased the landed cost to such an extent that oversea refrigerators cannot now meet the competition of Australian manufacturers.

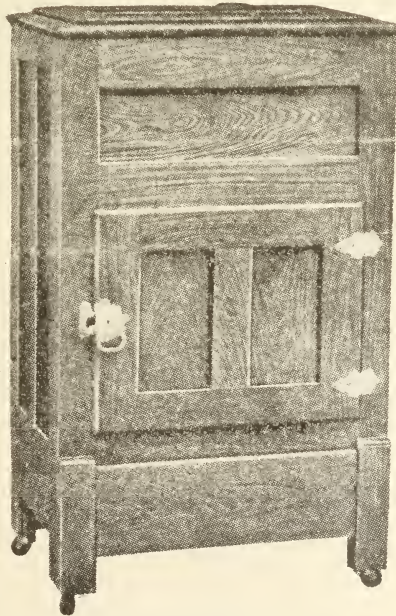
Type of Refrigerators in Popular Demand.

While dealers import a few special designs of larger capacity—for household, hotel and restaurant purposes—the popular demand is for a moderately priced, small to medium sized refrigerator for family use. The trade undoubtedly prefers the exterior case to be of panelled oak but cases made of ash and elm timber have also been marketed. The ice chamber is opened from the top by a lift lid, and the food chamber by a single door at the foot of which is a swinging baseboard to conceal the drip pan. The handles, hinges and locks are of brass, bronze or nickel finish. In the main, the lining and shelving are of plain galvanized steel but white enamel lining is also used to a lesser extent.

The construction of refrigerators sold throughout the entire Commonwealth—in the temperate, sub-tropical and tropical territories—does not vary. Obviously, the cost of ice varies, hence the question of proper insulation, dead air space and air currents are of great importance in the construction of a satisfactory refrigerator. A refrigerator which, by practical test, can prove lower temperatures with less consumption of ice than competitive lines would produce a strong argument to the retailer in securing an order from individual purchasers.

A UNITED STATES REFRIGERATOR LARGELY SOLD.

Herewith is an illustration of a household refrigerator, made by one of the principle manufacturers in the United States, which in normal years had an extensive sale throughout the Commonwealth. This line was one of the first to be imported into Australia and is considered to have held the premier position in the trade.



U. S. Refrigerator.

For the season of 1916, the wholesale quotations for this refrigerator (exterior of panelled ash, single door and lift lid) to large buyers in Australia (plus a small charge for crating), were:—

Outside dimensions.		Depth. Inches.	Height Inches.	Galvanized Lined.	Enamel Lined.
Width. Inches.					
20	14	38		\$16 50	—
22	15	40		20 20	\$22 30
24	16	42		25 60	28 00
26	17	44		29 10	32 00

Less 60, 10, 10 and 5 per cent and 2 per cent cash discount, free on board steamer New York.

REFRIGERATORS OF AUSTRALIAN MANUFACTURE.

In normal importing years when ocean freights were low, and the customs duties moderate, Australian manufacturers could not compete with imported refrigerators either in quality or appearance. When the duty was increased to 49½ per cent net on the f.o.b. steamer values, local makers gradually evolved the favoured type of moderately priced refrigerators. Marine freights on such bulky goods, even under the old rates, constituted an additional natural protection but with the unprecedented rates ruling since the war, Australian manufacturers have taken every advantage of the exceptional opportunity to secure the refrigerator trade and, if possible, establish it upon a permanent basis.

Several firms are now making refrigerators, but the leading line is constructed in Adelaide by the largest furniture and woodware manufacturers in the Commonwealth. In both exterior and interior finish, the Adelaide refrigerators are, admittedly, superior in appearance to those of similar type hitherto imported from the United States. Dealers claim that they are giving satisfaction both in regard to insulation and ice consumption.

These Australian refrigerators are built of panelled oak with rounded corners, lift top and one door with swinging baseboard. The hardware fittings are of brass. The interior is supplied in both galvanized and enamelled, and the insulation and air circulation are similar to that in the better type of imported lines.

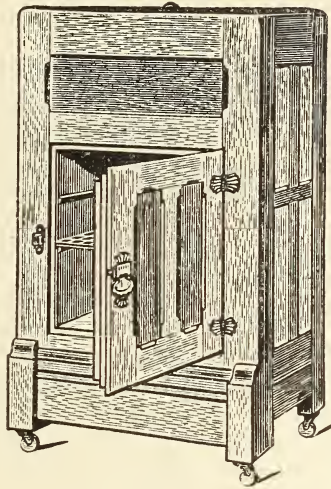
WHOLESALE PRICES FOR AUSTRALIAN REFRIGERATORS.

The prices for the 1917 season have not yet been declared, but the wholesale 1916 quotations for the principal line of Adelaide refrigerators are, for comparative purposes, submitted in the dollar equivalent (f.o.b. Adelaide, less 2½ per cent in 30 days) as follows:—

Outside dimensions.		Depth. Inches.	Height. Inches.	Galvanized Lined.	Enamel Lined.	Measurement. Packed.
No.	Width Inches.					
00	20	14	38	\$11 37	\$12 83	8' 2"
0	22	16	39	11 92	13 50	10' 3"
1	24	16	40	12 71	14 47	11' 5"
2	26	17	43½	14 72	16 73	14' 0"
3	31	19	48½	20 74	23 30	20' 6½"
4	33	20	49½	27 43	30 78	23' 3"

In extent of sales, No. 0 is in chief demand, followed by numbers 1, 00, 2, 3 and 4 respectively.

The following illustration indicates the type of Australian refrigerator, quoted above, which commands the largest sale, as outlined in the description given in the preceding paragraph.



Australian Refrigerator.

Comparative Cost United States and Australian Refrigerators.

Taking the ordinary household refrigerators, galvanized-iron lined, as illustrated, as a basis, the following comparative schedule is submitted to show the relative cost of United States and Australian refrigerators to wholesale dealers in 1916:—

United States manufacture—	F.O.B. New York.	Landed cost in Australia.	Duty.	Cubic feet packed.
20 x 14 x 38 inches.. . . .	\$5 15	\$15 45	49½%	8' 2"
22 x 15 x 40 "	6 33	18 99	49½%	10' 3"
Australian manufacture—	F.O.B. Adelaide.			
20 x 14 x 38 inches.. . . .	\$11 37	.....	.....	8' 2"
22 x 16 x 39 "	11 92	.....	.....	10' 3"

The coastal freight from Adelaide to Melbourne is 14s. (\$3.41), to Sydney 19s. (\$4.62), and to Brisbane 28s. (\$6.81) per ton of 40 cubic feet, so that—with the measurement stated—the delivered cost at each of the principal Australian centres can be readily computed. There are also makers of refrigerators in Melbourne and Sydney but, so far, their output has been limited.

Owing to the uncertainty of making shipments and the constantly fluctuating rates of freight, the cost of ocean transportation from North America to Australia cannot be computed but, to-day, rates are quoted at approximately \$45 per ton measurement.

The importing charges on some limited shipments of refrigerators in 1916, investigated by this office, demonstrated that the cost to the importers, duty paid and landed in warehouse in Australia, was approximately 200 per cent on the net f.o.b. steamer invoice price.

Steel Refrigerators not in Demand.

While oversea manufacturers have (with rare exception) only exploited the Australian trade in oak, ash and elm-cased refrigerators, their catalogues, in some instances, illustrate and quote types made entirely of steel. The prices of the steel refrigerators were nearly 70 per cent higher than upon an exactly similar internal construction cased in panelled oak. The high prices, combined with the extra weight,

did not appeal to Australian buyers, besides which the risk of injury in transit is considerably greater in steel than in wood casing.

Some years ago, a few round steel refrigerators, with porcelain finish on both exterior and interior, were imported, but they failed to obtain popular support. Importers advise that these lines were sold in a subsequent season at a loss to effect a clearance.

Under present conditions at least, with excessive importing charges, the outlook for creating a demand for steel refrigerators in Australia is not encouraging, as the trade, generally, calls for an article of both moderate size and cost.

Detailed Information Proffered and Catalogues Wanted.

If some Canadian manufacturers are interested in the necessarily brief review on the articles referred to in previous paragraphs, they are invited to make application to this office for more detailed information likely to facilitate their export trade.

Full and accurate information, detailed and up-to-date, will be cheerfully furnished as to Australian market requirements and the competition to be contended against.

Canadian manufacturers of goods and products, especially of the type regularly imported into Australia, are invited to send a few copies of their latest catalogues and discount sheets, on the basis of free on board steamer at ocean port of shipment (no other basis will be considered by buyers) in order to bring them under the notice of the principal Australian importers.

Especially at this time, the "bond of Empire" sentiment is particularly strong in Australia and Canadian manufacturers should now endeavour to profit in this respect by establishing trading connections which should endure long after peace has been declared.

BRITISH WEST INDIES.

REPORT OF TRADE COMMISSIONER.

(Mr. E. H. S. Flood.)

BARBADOS, May 1, 1917.

ELECTRICAL MACHINERY AND APPARATUS.

West Indian Imports of Electrical Goods.

In view of the many inquiries which have reached this office during the past year as to the market in the West Indies for electrical goods, it should be of interest to Canadian manufacturers of these lines to set out for their information some particulars regarding the position in which electricity stands in these islands as a motive power, and the value of the imports of electrical machinery and apparatus. It may be said at once that though electricity has been introduced in Barbados, Trinidad, British Guiana and Jamaica, as a power for electric lighting and tram-lines, it has not come into general use, and that there is a wide field for its expansion for lighting and domestic purposes. For the whole of the West Indies the value of the import of electrical apparatus and fittings amounts to only £35,000 a year. This, however, does not include machinery and copper wire imported by the companies,

the statistics of which are not given separately in the blue-books. If these were included, the returns of customs would show a much larger value of imported electrical goods.

Electric Tramlines.

There are only three cities in the West Indies that have electric street car services. The first of these is Kingston, Jamaica, with lines running from the centre of the city in several directions and covering over twenty-five miles of running track. The West India Electric Company own and operate this line. There is also in Port of Spain, Trinidad, an excellent street car service operated by the Trinidad Electric Company, which has owned and operated the line since 1902. This company, which by the way is Canadian, is giving an excellent service, and its cars are comfortable and up to date. The plant includes engines which have sufficient power to provide lighting for the city, as well as power for their car service. The Demerara Electric Company provides a car service in Georgetown, British Guiana. This is also a Canadian concern with ample capital. The system extends over $13\frac{1}{2}$ miles. Barbados also has a street car service, which runs over some thirteen miles of track, but it is operated by mules. Just before the war this line was sold out to a company organized in the United States, under promise that the system would be changed to electricity, but the difficulties arising since that time have prevented this intention being carried out. However, the rails and some part of the machinery has already been imported, and it is probable that as soon as the war closes the change will be made.

Electric Lighting Companies.

Electric light and power in Barbados is supplied by the Barbados Electric Supply Corporation, Limited, a branch of the General Electric Company of London, which latter company originally supplied the machinery and made the installation. The power is supplied from two Diesel engines of 200 horse-power each, giving a total of 400 horse-power, and driving two alternating engines of 135 kilowatts each. The main supply is high tension, 3,300 volts, and a system of transformers is employed about the town by underground cable from the power-house. The electric fittings used are the English or bayonet type.

The Demerara Electric Company, which owns the tramline in Georgetown, also supplies electric lighting for that city, and, as was stated above, is a Canadian company.

The West India Electric Company, successor to the Jamaica Light and Power Company, Limited, supplies electric light and electric power generally to Kingston, St. Andrew, and St. Catharines. The company's head office is in Kingston, Jamaica.

Port of Spain, Trinidad, is also electrically lighted, the current being furnished by the company that operates the tramline. Electric light is also found in Roseau, Dominica, and it is understood that St. George's, Grenada, looks forward to having electric light in that city.

Telephones.

Throughout the larger islands are to be found complete telephone systems. In Barbados the Barbados Telephone Company has about 1,000 subscribers, and the system is described as the multo-magneto switchboard series. The wiring throughout the city of Bridgetown is in metallic aerial cable, but through the country the wire is underground.

Port of Spain, Trinidad, has also a telephone company with about 1,500 subscribers. The system is the same cable aerial system as in Bridgetown, and underground throughout the country. The system is described as the common battery switchboard, all parts of which are supplied from New York. It might be well to mention that in order to obtain business in Barbados and Trinidad, the company sent a representative to study conditions and prepare special material to meet climatic conditions.

In Georgetown, British Guiana, there is a telephone system owned by the Government, with communication between the capital and New Amsterdam, the principal town of Berbice. Grenada also has a Government-owned telephone, with a number of terminal stations, covering 159 miles. St. Lucia and St. Vincent have Government-owned and operated telephone systems, and a number of exchanges each, operating 101 and 77 miles, respectively.

Electric Motors, Fans and Fittings.

Electric power motors are being gradually introduced into the larger sugar factories, engineering establishments, cotton ginneries, and for dental and other minor purposes where electric current can be obtained. In some of the larger establishments, electric power is installed directly for the purpose. In the last few years electric fans are seen in the principal commercial and public offices. In all the principal hotels and private residences electric bells are now found, but the current is supplied from small batteries. As regards the electric fittings used in these islands, it is to be noted that the electric lighting company in Barbados follows the English practice and uses the bayonet type of fittings, whereas in British Guiana, Trinidad and Jamaica, the American or Edison screw base type is in use.

Electric Heaters, Etc..

In the Windward and Leeward islands, as has been before referred to, electricity has not been introduced to any extent, hence no cooking or heating is done by this method. Attempts to introduce cooking in this way into the larger colonies has up to the present met with little success. Replies to inquiries addressed to this office regarding the demand for these devices may be of interest to Canadian manufacturers.

British Guiana.—"With the exception of the Government, who use a few electric heaters in the hospital and in the Government laboratory, little or no power is used here for cooking or heating, as the demand would not be sufficient to warrant us quoting a rate which would be sufficiently inducive for customers to utilize electricity for cooking, especially as wood fuel is a very cheap item, and labour very cheap."

Trinidad.—"Several attempts have been made to introduce these here, but so far with little success, and no dealers here stock these goods. The objection is the expense, which is said to be much more than that of the ordinary American stove which is in general use."

Jamaica.—"There is a very limited sale in this city (Kingston)."

Barbados.—"There are a few toasters, etc., in use. The people are adopting electricity for cooking, but very slowly."

Value of the Import.

The annual import of electrical apparatus into these islands values about £35,000. Electrical apparatus, as classified, does not however include machinery nor the large quantity of wire required by the tramway, electric lighting, and telephone companies. The value of machinery alone imported from year to year, which includes electrical machinery, averages over £400,000; and that of wire, though not given, would considerably exceed the value of electrical apparatus. Of the requirements for electrical goods of all kinds the United States is at present the largest supplier. Previous to the war the bulk of these goods came from England. The United States has now practically all the trade of Trinidad and Bermuda, about two-thirds that of Jamaica, and more than one-half that of British Guiana. The United Kingdom comes next, supply-

ing the greater part of the trade of Barbados, about one-third that of Jamaica, and practically all the trade of the Windward and Leeward Islands. Canada supplies but a very small quantity of electrical goods. The import from Germany, though small, had been growing, and at the outbreak of the war amounted to £800. Jamaica has the highest figure for electrical apparatus as classified, but as the classification is rather loose, it is probable that the largest general import of electrical goods, including machinery and wire, would be into Trinidad. A statement of the import into this latter colony, including machinery, hardware, and metals (brass, copper, iron, steel, and manufacturers thereof) for last year may be of interest:—

Article.	Country whence imported.	Value.	Total value.
		£	£
Electrical Apparatus.....	U. Kingdom.....	855	
	United States.....	5,542	
	Canada.....	67	6,464
Hardware.....	U. Kingdom.....	23,184	
	United States.....	26,435	
	Canada.....	1,496	
	Other Countries.....	1,862	52,977
Machinery.....	U. Kingdom.....	53,622	
	United States.....	114,298	
	Canada.....	70	
	Others.....	1,312	169,302
Metals.....	U. Kingdom.....	32,691	
	United States.....	50,065	
	Canada.....	5,882	
	Others.....	2,051	90,689
			319,432

Duty on Electrical Goods.

Electrical goods come under the Canadian Preference, which gives an advantage in duty of 20 per cent over goods from foreign countries. The Customs duty varies a little in the different colonies, but may be said to be generally ten per cent.

The names and addresses of the different electric companies, as well as of other firms handling electrical goods, will be gladly furnished from this office.

RUSSIA IN ASIA.

REPORT OF TRADE COMMISSIONER.

(*Mr. L. D. Wilgress.*)

OMSK, Siberia, April 10, 1917.

THE SIBERIAN BUTTER INDUSTRY.

The growth of the butter industry has been one of the most remarkable features in connection with the economic development of Siberia. This industry only originated with the opening of the railway as far as the River Ob in the year 1894. Previous to this the only kind of butter shipped from Siberia was the so-called potted butter, that is butter melted down, salted and re-solidified. The building of the railway rendered possible the export of cream butter. The first shipment of Siberian butter to Western Europe was made in 1897. Since that date there was a steady growth up

to the outbreak of the war. The quantity shipped abroad increased to a much greater extent than that supplied to European Russia. Thus the proportion of the total export of Siberian butter sold on the interior markets of Russia during the years immediately preceding the war, averaged less than 10 per cent. European Russia in ordinary times depends chiefly on her own supplies of butter, supplemented by a small import from Finland.

The following table shows the growth of the exports of Siberian butter to Western Europe during the period 1901 to 1913, the total export for each year being given in pouds of 36 pounds:—

EXPORTS OF SIBERIAN BUTTER.

	Pouds.
1901..	1,201,700
1902..	1,610,000
1903..	1,746,400
1904..	2,003,300
1905..	2,039,100
1906..	2,973,700
1907..	3,413,600
1908..	3,310,300
1909..	3,354,300
1910..	3,917,400
1911..	4,363,400
1912..	4,460,000
1913..	4,016,561

The United Kingdom and Germany have been the principal markets for Siberian butter. About 80 per cent of the quantity shipped abroad in 1913 went to these two countries. In the early years of the trade the exporters devoted most of their attention to building up a trade with Germany. The Japanese war and the resulting internal disorganization of the country however, enabled the farmers of Poland to capture a large share of the trade with this market. The exporters of Siberian butter therefore began to seek connections in the United Kingdom market, with the result that the quantity shipped to that country increased each year.

EXPORT TRADE IN BUTTER.

The development of the export trade in Siberian butter was principally due to the enterprise of Danish firms. It was largely as a result of their efforts that Danish dairy methods were introduced, special railway carriages provided and shipping arranged for at foreign ports. Later the Germans and a few English firms became interested in this business, while native Russian houses were also established. These latter, however, chiefly confined their attention to the disposing of butter on the interior markets of Russia.

Previously the greater part of the butter sent abroad was forwarded through Riga and Revel, but later the quantities shipped through these ports fell off considerably and the chief ports of shipment became Windau and Petrograd. This was caused by the opening of the northern railway route through Tiumen and Ekaterinburg, which diverted the greater part of the shipments of Siberian butter from the longer and more expensive route through Samara. About 60 per cent of the total export in 1913 was shipped through Windau. At this port the well-known forwarding firm of Messrs. Gerhard and Hay have established large storehouses with a total storage capacity of over 100,000 casks of butter. The butter was transported from Siberia by special fast trains made up of white-painted cars supplied by the Department of Agriculture. One end of these cars was filled with ice which was replenished at various points along the line. Before the war approximately 1,300 such cars were used solely for the purpose of transporting butter on the Siberian Railway. The principal foreign ports to which Siberian butter has been shipped are London, Hamburg, Stettin, Copenhagen, Hull, Leith and Amsterdam.

In addition to an export to European Russia and abroad, a certain quantity of Siberian butter was also sent each season previous to the war to the Russian Far East, Manchuria and Mongolia. The amount so shipped during the year 1913 was 711 short tons, the destinations being chiefly Vladivostok, Harbin and Irkutsk.

Butter Producing Districts.

The butter producing area of Siberia follows the track of the Trans-Siberian Railway and extends from the European Russian border to the town of Achinsk. The most southerly point is Semipalatinsk and the most northerly, the town of Tara on the Irtysh river. Within this region there are according to the latest data available approximately 3,500 dairies and butter factories. The principal centres of the trade in dairy products are the towns of Barnaul, Novo-Nicholaevsk, Kainsk, Petropavlovsk and Kurgan, with something like a clearing house for the exportation of butter at Omsk. The following table shows the percentage of the total amount of butter shipped during the year 1913 which was supplied by each of the principal districts will serve to indicate the relative importance of the various butter producing centres of Western Siberia:—

	Per cent.
Barnaul district..	41.8
Kainsk district..	7.4
Omsk district..	28.8
Petropavlovsk district..	5.5
Kurgan district..	16.5

With regard to Eastern Siberia, the butter industry of this region is as yet only in its infancy. Since there are large tracts of suitable agricultural land in this territory, a large butter industry should before long develop, which will render unnecessary the import of butter from the plains of Western Siberia.

Co-operation.

Almost from the beginning the butter industry of Siberia has been worked on co-operative lines. A large proportion of the butter factories and creameries are conducted by co-operative organizations or artels, similar in many respects to the creamery organizations in the United States and Canada. Thus out of a total of 3,102 butter factories in the provinces of Tobolsk and Tomsk, where the industry flourishes, 1,318 factories or 42 per cent are conducted on the co-operative principle. The co-operative creameries obtain milk from the nearby peasants and cream from the more distant ones. Many peasants also churn their own butter and bring it to the creameries to be rewashed, tested, classified, packed and shipped to the market centres.

Previous to the war there was a marked growth in the number of co-operative butter factories, both relatively and absolutely, and they were said to be gradually ousting private butter making. Since 1903 the co-operatives have been supported by the Ministry of Agriculture and assistance has been extended to them in many directions. Certain credits were placed by enactment at the disposal of the artels for the development and up-keep of their factories. A more recent tendency has been the formation of co-operatives into creamery associations. The purpose of these associations is to dispose of the butter on terms most advantageous to their members. A notable example of such an association is the Union of Siberian Butter Artels which was formed in 1908. This union was organized with a view to shipping butter abroad independently of the Danish and other foreign exporting firms. The membership of the union comprises 318 co-operative societies and representatives were maintained before the war at London and Berlin. In addition to the disposing of butter, these creamery associations handle dairy appliances and a variety of other articles which peasants require. The members show a desire to deal through the societies wherever possible. The growth of the co-operative principle is one of the most noticeable tendencies in connection with the present economic development of western Siberia and is a natural corollary of the system of village communes under which the bulk of the peasants live.

Improvement of Quality.

The price of Siberian butter rose even more rapidly than the amount produced, since the quality has been steadily improved by the introduction of modern dairy methods. Thus whereas in 1897 the price was 29 copecks* a pound, by 1912 it was 42 copecks a pound. Siberian cattle are of better blood than the average European Russian stock and the pastures are also of higher quality and better watered. While it was the Danes who first realized the possibilities of the Siberian butter industry, and who first endeavoured to persuade the peasants to adopt up-to-date methods, the Government soon took the matter in hand and directed their efforts towards encouraging the development of the industry. Six investigating stations have been established by the Ministry of Agriculture for the purpose of giving instruction in dairying. These institutes are situated at Kurgan, Omsk, Kainsk, Tomsk, Barnaul and Semipalatinsk. Greater attention is now being paid to the pasture and an artificial eradication of some kinds of grass and the cultivation of others. The average yield was reported in 1909 to be one pound of butter to 20.05 pounds of milk. The price of milk at the creameries in that year was approximately 16 copecks a gallon. Cattle breeding also increased to a great extent after the building of the railway. Thus whereas in 1899 each cow gave on an average 1,051 pounds of milk, the average in 1905 was 1,192 pounds and this has since been bettered. The co-operatives and private butter makers have begun to realize the advantage of up-to-date dairy methods in order to reap the benefit of the higher prices paid for butter of superior quality. The result is that the quality of Siberian butter has been slowly improving, although the complaints received from outside markets would seem to indicate that there is still room for improvement in this respect, not only with regard to the actual process of manufacture, but also in connection with the transport of the butter to foreign destination.

EFFECT OF THE WAR.

The outbreak of the war brought about a crisis in the Siberian butter industry. The shipment of butter abroad was then at its height. The situation for the exporters with the closing of the Baltic was therefore by no means satisfactory. The price of butter immediately began to fall. The lowest price reached was 14 copecks a pound, a decrease of approximately 65 per cent in a few months. The exporters endeavoured to dispose of their butter on the foreign markets by utilizing the Archangel and whatever other routes which were available. Meanwhile the requirements of the army and the difficulties of internal transport gradually created a demand for Siberian butter on the domestic market, and the price began to rise. The demand from European Russia finally became so great that by the summer of 1915 the Government was compelled to adopt measures prohibiting the export of this product abroad. All butter produce was placed under the control of the Government Food Committee. In spite of the high prices for butter, the peasants had begun to kill off their cattle in order to take advantage of the great demand for meat, the price of which owing to the requirements of the army increased to a greater extent, and at an earlier period, than did the price of butter. It has been estimated that the number of milch cows in Western Siberian has been reduced since the outbreak of the war by 25 per cent. A large proportion of this reduction, however, was said to consist of cows with poor milk-producing qualities. The result of the reduction may be seen from the great decrease in the amount of butter produced. Thus the Government Food Committee last October fixed the quantity of butter which could be obtained from Siberia by October, 1917, at 63,000 short tons. This compares with a shipment of 89,568 short tons of butter from Siberia during the year 1913. Fortunately the tendency for the decrease in the number of milch cows has been arrested

* NOTE.—100 copecks = 1 rouble; 1 rouble = 51.5 cents.

as a result of the high prices, ranging up to roubles 1.38 a pound, at present being paid for butter. It is therefore expected that the Siberian Butter Industry will be maintained, and that after the war it will continue to bring excellent returns to the Siberian colonists.

CHEESE-MAKING IN SIBERIA.

Attempts are being made to develop the business of cheddar cheese-making in Siberia. Up to the present the output has been very small and the work done has been largely of an experimental nature. Cheddar cheese has been quite unknown on the Russian market, but owing to the insufficiency of Canadian supplies on the English market, it is believed that a business might be developed in the export of cheese from Siberia. Trial shipments were made during the two seasons preceding the war and proved fairly successful, but the dairies must be educated up to this trade before any large volume of exports can develop. An important beginning has, however, been made and expert cheesemakers have been brought out to Siberia from Canada and Denmark. The work of instruction and experimenting is being carried on independently in the Altai and Kurgan districts under the direction of two separate organizations.

In the Altai district an association of butter-producing co-operatives has taken up the matter of cheese-making. During the spring of 1914 this association imported 40 kettles for cheese-making and commenced making advances to the co-operatives for the purpose of developing the industry. A successful trial shipment to the United Kingdom had been made during the previous season, and it was planned to produce about 2,700 short tons of cheddar cheese in 1914. The outbreak of the war, however, temporarily interrupted the sending of trial shipments to the English market, so that the association has since been marking time, although endeavouring to accomplish as much as possible in the way of instructing the peasants in better dairy methods.

The work is being carried on in this district under the direction of an expert cheesemaker with Canadian experience. Good results are also being accomplished in the Kurgan district, although little headway can be made during the continuance of the war. It is considered that the future prospects for the development of cheddar cheese-making in Siberia are bright, particularly in the Altai region. In this district, as in Canada, there are no sour herbs to influence the quality of the milk. The average yield is 9 pounds of milk per pound of cheese, while the percentage of butter-fat in milk for the month of July is 5.2. These figures are more favourable than the Canadian or English averages, and it is believed that they can be improved upon, since there is a certain extent of adulteration going on among the peasants. A great deal can be accomplished by means of instruction, particularly as regards the poor attention which the cattle at present receive at the hands of the peasants. After deducting all expenses the co-operatives in the Altai received before the war from 17 to 20 copecks per pound for the cheese which they produced. It has therefore been calculated that by producing and selling cheese, the co-operatives realize on each 36 pounds of milk from 62 to 72 copecks, as compared with 52 to 62 copecks on each 36 pounds of milk, when used for the manufacture of butter.

EXPORT OF BACON.

Another export from Siberia which should be of interest to Canadians is that of bacon. The development of this trade will mean that Siberian bacon will compete in the United Kingdom market with the Canadian product. Buttermilk is an excellent pig food and hence the bacon industry is a natural subsidiary to that of butter-making. It is, therefore, considered probable that in the future bacon will be the second most important article of export from Siberia. At the present time there are two bacon factories in the territory, both of which are situated in the Kurgan district. The export to the United Kingdom before the war was very small owing to the shortage of pigs, the peasants in the Kurgan district having been unable to recover

from the effects of several years' drought. During the year 1912 approximately 3,760 short tons of pork, lard and bacon were transported from Siberia by the railway. The quality of the bacon produced cannot be considered first-class, a fair proportion being apparently good second, the rest poor. The prospects for the Siberian bacon industry immediately after the war are not promising. The peasants will probably not wish to take up the raising of pigs until their general situation improves. The shortage of meat may also possibly lead to restrictions in the export of bacon. Nevertheless in spite of these obstacles it is considered that the future of the industry is assured and that once the number of pigs increases and the quality of the breed improves, the export of bacon from Siberia to the United Kingdom market will go ahead rapidly.

IRRIGATION PROJECT FOR WESTERN SIBERIA.

A large proportion of the total area of Siberia is not adapted to agricultural colonization. Since this territory serves as an outlet for the surplus population of European Russia, great importance is therefore attached to any project which is designed to enlarge the area of land available for agriculture. A project of this nature in the shape of an irrigation scheme for a district in southwest Siberia received the sanction of the authorities concerned some months ago. Although in view of recent political events it is now uncertain as to when this project will be carried out, it may nevertheless be of interest to give some details in regard thereto. The successful execution of this project should result in similar undertakings being proposed for other sections of the country. This question is of interest to Canadians not only by reason of its similarity to problems connected with the utilization of our own resources, but also on account of the opportunity presented to Canadian manufacturers for supplying a part of the machinery and equipment required for such undertakings.

The bulk of the population of Western Siberia is settled in the Black Earth region which extends south of the forest belt between latitude 55 and 57. This is the section which is most attractive for emigrants from European Russia. Further to the south are the dry steppes which are inhabited chiefly by nomadic tartar tribes with flocks of cattle, horses, sheep and goats. The soil of this region is of a rich quality, but without any underlying strata capable of holding water. The land therefore lacks sufficient moisture for the production of grain and other crops. Proposals have at various times been made for the construction of irrigation canals to draw off water from the rivers which flow through this territory. The first of these proposals to receive official sanction relates to a district in the southwest of Akomlinsk province, about 40 miles to the south of the settlement of Issil Kil. The area of the district to which water will be supplied is approximately 2,200 square miles. The soil of the district is a rich black earth, but at the present time the whole area is practically waterless. It is therefore proposed to construct a system of canals, from which pipes will be built to convey water to the various settlements. In this way conditions will be rendered suitable for the planting of 200 communities of agricultural colonists in the district.

Details of the Scheme.

It is estimated that five years will be required for the execution of this project. The total cost will be approximately 7,000,000 roubles of which 1,000,000 roubles will be required for the purchase of machinery and equipment and the remainder for administrative and working expenses. It is estimated that it will be necessary to excavate approximately 13,000,000 cubic yards of earth. For this purpose a large quantity of machinery and equipment will be required, including five excavators similar to the American "Marion" type, caterpillar tractors, piping, etc. A large part of the necessary supplies will have to be imported from foreign countries. All orders will be given out from Petrograd by the Technical Committee of the Department for the Improvement of Land. Canadian firms interested can obtain full particulars by

applying either direct to this committee or through the Canadian Trade Commissioner at Petrograd.

It is probable that this project will be the forerunner of a number of other undertakings of a similar nature designed for the purpose of rendering cultivable large tracts of land in this part of Siberia. The report of one engineer has urged the expenditure of 50,000,000 roubles for this purpose in the near future, ten per cent of which sum would be required for the purchase of machinery and equipment. Canadian manufacturers of ditch-digging and other machinery suitable for the carrying out of such undertakings should therefore carefully investigate the possibilities presented for their doing business in connection with these projects. In order to cater to this trade, it would be advisable to appoint an agent in Petrograd fully acquainted with the procedure involved in the placing of Government orders.

GREAT BRITAIN.

REPORT OF CANADIAN FRUIT TRADE COMMISSIONER.

(*Mr. J. Forsyth Smith.*)

LIVERPOOL, May 3, 1917.

APPLE MARKET REPORT.

Apple importations into the United Kingdom during the month of April were very light, scarcely a third of those which arrived during the previous month, and a fifth and a sixth of the quantities brought in April, 1916, and 1915, respectively.

Small shipments of Nova Scotian apples have been received in London, selling as follows: Ben Davis, No. 1, 33s. to 35s.; Fallawaters, No. 1, 34s. to 38s.; Nonpareils, No. 1, 36s. to 40s. A shipment of Nova Scotian apples to Liverpool, ex ss. *Miniota*, had a large proportion of slack packs, many being over-ripe. Prices returned at auction were Bens, 1's, 28s. 6d.; slack, 25s.; 2's, 28s.; slack, 23s.; 3's, 23s. 6d.; slack, 21s. 6d. Nonpareils, all slack, 1's, 25s., 26s.; 2's, 25s.; 3's, 23s. Baldwins, all slack, 1's, 26s.; 2's, 25s.; 3's, 21s.; Golden Russets, slack, 1's, 28s. 6d.; 2's, 28s.; 3's, 25s. A shipment of about six hundred Ontario apples ex ss. *Southland* were in very fair condition, though one mark showed bronzing. Prices returned were: Bens, 1's, 43s.; bronzed, 30s.; 2's, 39s. 6d.; bronzed, 33s. 6d.; 3's, 30s. Coopers' Market, all grades, 30s.

Much disappointment was caused to the trade by the sinking of the ss. *Annapolis*, with about 18,000 Nova Scotian apples, which would have met a very keen demand on account of the diminished supplies.

Another disappointment has been met with in connection with the first shipment of Australasian apples which have been eagerly awaited. These were coming ex ss. *Bellarat*, which is just reported to have been sunk. The next shipment is not due till early in June.

Some small shipments of Maine and New York apples have been on the market, many being of excellent quality and condition. Prices have been as follows:—*Maine*: Baldwins, 1's, best, 49s.; others, 38s. to 40s.; 2's, 38s. to 39s. Bens, 1's, 35s. to 40s.; 2's, 33s. *New York*: Baldwins, best, 54s.; others, 42s. Limited supplies of American box apples have sold as follows:—*Oregon*: Newtowns, extra fancy, medium sizes, 16s. to 18s. 6d.; fancy, 15s. to 16s.; Winesap, extra fancy, medium sizes, 13s. to 16s.; Rome Beauty, fancy, medium sizes, 15s. 6d.

Fruit Imports into the United Kingdom.

It has been found impossible to include in this report the statistics of apple arrivals usually furnished, as, on account of war regulations, the Custom House authorities are only furnishing them now on condition that they are regarded as strictly confidential.

The Apple Embargo.

There are no new developments in connection with the embargo on fruit importations, nor are there likely to be any until it is made clear just what the shipping situation will be when the new season's crop is ready to come forward. Australasian apples are to come in, as previously announced, up to 50 per cent of 1916 imports, and a recent cable from Melbourne gives the quantities already shipped as 233,000 boxes.

Canadian Apple Imports During the Season.

The Canadian cargo inspectors at Liverpool, London and Glasgow furnish the following figures of Canadian apple receipts at their respective ports during the season, 1916-17, up to March 31, 1917:—

Liverpool.

	Ontario.	Nova Scotia.	British Columbia.
Barrels..	11,455	120,246	—
Boxes..	672	1,160	12,940

London.

	Nova Scotia.
Barrels..	209,835
Half barrels..	423
Boxes..	1,365

There were practically no apples on this market from Ontario, and while there were several cars from British Columbia, the exact figures of these are not as yet available.

Glasgow.

	Ontario.	Nova Scotia.	British Columbia.
Barrels..	24,902	23,142	—
Boxes..	1,502	12	37,037

COLLAPSIBLE GO-CARTS IN USE IN NEW ZEALAND.

Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, New Zealand, sends the following information on the trade requirements in New Zealand in collapsible go-carts:—



Full Collapsible Go-cart.

Opens and closes with one motion, 10-inch enamelled wheels, with $\frac{1}{2}$ -inch solid rubber tires, reclining back, comfort spring seat and back, steel gear, enamelled push bar with nickel-plated end screws, tinned dash adjustment, leather cloth upholstery, 3-bow, 22-inch folding hood, colour black or grey leather cloth, strap.

These should be packed three in a crate. To-day's price for above is \$5.75 f.o.b. New York.

Opens and closes with one motion, 10-inch enamelled wheels, with $\frac{1}{2}$ -inch solid rubber tires, wire reclining back, comfort spring seat and back, flat steel handle, enamelled push bar with nickel-plated end screws, tinned dash adjustment, leather cloth upholstery, no wind shields, 3-bow, 22-inch folding hood, colour black or grey leather cloth, strap.



Full Collapsible Go-cart.

These should be packed three in a case. To-day's price for above is \$5.25 f.o.b. New York.

Perambulators came chiefly from Great Britain and the United States in 1915. There arrived from Great Britain 2,785 valued at £3,219; and from the United States 2,406 valued at £2,414. These enjoy a preference of 10 per cent if of British manufacture.

DEMAND FOR WHEELS.

There is a steady demand here for solid rubber tire perambulator wheels 10-inch diameter; bodies are made in this country. It is found that the ocean freight is equal to the f.o.b. cost of the article at the port of shipment, that is, the complete article.

STEEL VESSEL CONSTRUCTION MATERIALS WANTED IN NEW SOUTH WALES.

Mr. B. Millin, Canadian Commercial Agent, Sydney, New South Wales, in a report just received, says:—

Any Canadian industries which are in a position to supply materials used in the construction of steel vessels are assured of an active demand for their products in the various shipbuilding yards in Sydney and Newcastle. Quotations to be attractive should be upon the basis of c.i.f. Sydney, and if sent to this office, will be promptly forwarded to the purchasers of these goods and products.

MARKET FOR MILLINERY, FANCY GOODS AND BOOTS AND SHOES IN THE WEST INDIES.

Mr. E. H. S. Flood, Canadian Trade Commissioner, Barbados, quoting from a letter from one of the leading dry goods firms in the West Indies, having many branches throughout the islands, says:—

“On account of the difficulty with English staples, owing to the war, most of that trade has been diverted to the United States, but we have every reason to believe that as soon as the war is over and conditions in England are settled, its trade will return. Although these staples form the bulk of a dry goods business' imports, it is surprising to know how largely millinery and other fancy goods also bulk, and we have often thought that it would be to the advantage of Canadian manufacturers of that class of stuff to send competent representatives to introduce such lines.

“We have also had great difficulty with English boots and shoes and in consequence the United States has again captured the trade which, just previous to the war, they were losing very fast to the United Kingdom. Why Canadian manufacturers do not cater for the West Indian trade has always been a mystery to us and we think it could be looked into with advantage.”

BUSINESS TRANSACTIONS AT THE LYONS SAMPLES FAIR OF 1917.

With further reference to the second Lyons Fair, a review of which appeared on page 1346 of *Weekly Bulletin* No. 698, the following report by the management of the fair has been received from Mr. Philippe Roy, Canadian Commissioner General, Paris:—

The second fair at Lyons has confirmed the success of the first and demonstrated that this organization fulfilled exactly the object for which it was created.

The number of sellers was three times larger this year and, a notable progress over 1916, collective exhibits have almost entirely disappeared. Manufacturers have convinced themselves that the fair is a real market at which business is to be transacted and not a simple manifestation of advertising. They have thus offered direct the products of their manufacture and all of them are satisfied with this new method of business, from which they draw information and profit.

It is needless to say that the increase in the case of buyers has not been mathematically equal to that of sellers; too many reasons were against it, but the information received permits us to state that the purchases made have been, on the average, more important than last year. This can be understood, besides, when the needs of the European trade are considered, which has formed the largest part of visitors. The truth is that many manufacturers have had to refuse offers made to them, either because their production is absorbed by war contracts, or labour is scarce or raw materials are lacking.

In spite of certain unfavourable circumstances and though business has not had the importance of normal times, the figures realized have surpassed all hopes. It can be estimated, altogether, at 170,000,000 francs. If to this figure is added the amount of additional orders which usually follow important orders, it is not an exaggeration to state that at least two hundred million francs of transactions will result from the fair of 1917.

We do not take into account purposely, in this estimate, about \$42,000,000 (or 250,000,000 francs) which have been dealt in on price lists in the stands of the United States. This business, which has interested all buyers from the European continent: French, English, Italian, Portuguese, Swiss, Spanish, Dutch, Scandinavian, was especially active in the case of foodstuffs and industrial machinery.

The general trend of business has also been exposed to the influence of war. Fashion lines and luxuries have benefited to a lesser extent than foodstuffs, cotton and woollen textiles, clothing, leather, boots and shoes, hardware, machinery, electrical goods, for instance, to mention only the most favoured classes. But new connections have been established and will surely result in future business. The representatives from our colonies consider that these relations will have a considerable influence on the disposal of the varied products which they have shown to their numerous callers.

Instruments or products upon which our enemies had, before the war, almost a monopoly, in laboratory glass goods, optical goods, small mechanical instruments of accuracy, pharmaceutical specialties, synthetic perfumes, small hardware, etc., were offered by a far larger number of manufacturers. On this point a well-sustained effort can be felt which will free us, no doubt, from German predominance.

The Lyons Fair has at once shown itself to be an economic factor of the first order. It will be for our French industry a valuable stimulant and will become hereafter the event upon which will be focussed the eyes of the buyers from the five parts of the world. Nothing will be spared to assure its development. The city of Lyons and the committee will carry out, we are certain, the work of civic organization and management which the growing number of visitors will demand.

FINANCING BY CABLE TRANSFERS.

(Foreign Trade Bulletin of the American Express Company.)

The practice of transferring funds by cable in making personal remittances to foreign countries is comparatively well known, but many exporters and importers have not as yet realized the value of this method for the purpose of completing ordinary commercial dealings.

When, for example, a contract for the purchase of goods or for any other purpose requires payment immediately or before a mail remittance could arrive, the "cable transfer" method of sending money makes possible a payment within a day or two, although, at the present time, due allowance should be made for the interrupted cable service. But even under these unusual circumstances, one or two extra days will usually suffice.

ADVANTAGE OVER MAIL REMITTANCES.

Following are a few specific illustrations of the every-day use of this method in commercial transactions:—

A firm in New York purchases goods in England and gives in payment its "acceptance" on a 90-day sight draft. This, under the terms of the original agreement, is payable in London at the end of the three months' time. If the acceptance is to be met by a mail remittance, the American firm must send a sterling cheque twelve or fifteen days before the acceptance matures in London. But, in many cases, the importer may not have completed the sale of his goods, or perhaps he may desire to keep his funds in his own business as long as possible. Therefore he waits until one or two days before his payment is due in England and "buys" a "cable transfer" from a banker, paying therefor the prevailing rate of exchange for such immediate transfers, plus the charges for the cablegram. The American banker then cables his London correspondent, who pays the designated amount in time to retire the maturing "acceptance."

IMMEDIATE RETURNS FOR EXPORTERS.

On the other hand, exporters frequently take advantage of this plan for obtaining the immediate use of funds which are to be sent them from distant points. For example, an American merchant makes a sale to a firm in Paris, requesting them to pay the purchase price into a French bank for the credit of the seller. The latter being anxious to have his funds as soon as possible, goes to his banker and "sells" a "cable transfer."

Still another common way of using the "cable transfer" is for an exporter, when turning over his draft to a banker for collection abroad, to give instructions that the proceeds shall be cabled as soon as they have been obtained.

INCREASING USE TO DISTANT COUNTRIES.

The same principles governing the above kinds of transactions apply throughout the world wherever the cable or wireless reaches. Although such transfers are largely employed between Europe and the United States, they also are of special value in dealing with countries such as South America, Australia and the Orient, where the use of mail service means a loss of time amounting to several weeks.

In connection with the exchange rate for "cable transfers," it is interesting to note that this is the *real* rate of exchange between the United States and England or any other country, in view of the fact that it represents the *immediate* transference of funds. However, the rates which are ordinarily quoted in the financial columns of daily newspapers and weekly financial publications are for bankers' cheques or demand drafts in large amounts. These differ from the real or "cable transfer" rate, in that a calculation for interest must be made for the length of time during which the cheques are lying idle aboard the steamer. Therefore "cable transfers" ordinarily command a varying fraction of one per cent above the price of bankers' cheques.

FINANCIAL REVIEW OF THE REPUBLIC OF ARGENTINA, 1915-16.

Mr. B. S. Webb, Canadian Trade Commissioner, Buenos Aires, has forwarded the following review of the finances of Argentina, written by Mr. Carlos A. Tonquist, head of the oldest private banking house in Argentina:—

GENERAL CONSIDERATIONS.

The European war continues its work of destruction. Our country, although aloof from the actual conflict, continues nevertheless to contemplate with the greatest interest the development of the great tragedy which by reason of the multiple perturbations it causes to international commerce, seriously affects our economic life. As will be seen in the course of the present survey, the forecasts I made in 1914 regarding the balance of payments for the last two economic years, have been fulfilled. In order better to understand in its several aspects the situation created, it is desirable to-day more than ever, to analyse the statistical figures so as to establish a basis for the conclusions to which an accurate appreciation of our present problems and our future attitude will lead us. As in my previous studies, the economic year treated of in the present study runs from 1st October (1915) to 30th September (1916), covering the country's productive cycle.

EXPORTS AND IMPORTS.

As I foretold in my study on the balance of payments relating to the economic year 1914-15, exports during the 1915-16 economic year did not attain to the level of the preceding period, owing to the fall in prices of cereals and the scarcity of tonnage. Whereas in 1914-15 exports amounted to \$525,435,198 gold, in 1915-16 they only amounted to \$480,429,302 gold, a decrease of \$45,005,896 gold in the money entering the country. It has to be placed on record that the value of exports as shown by the official statistics would have been greater if the large quantities of wool and other merchandise purchased and stored here for German account, had left the country, this merchandise, although it has not been possible to export it, having been paid for. Nevertheless, as it is very difficult to arrive at a correct estimate of its value, I will not take it into account. With respect to shipping tonnage, I append the interesting figures provided us by the official statistics of the departures from the port of Buenos Aires of trans-oceanic vessels during each of the last four years:—

1913—2,277	vessels, representing 6,798,173 tons net register.
1914—1,846	vessels, representing 5,654,374 tons net register.
1915—1,687	vessels, representing 4,681,620 tons net register.
1916—1,561	vessels, representing 3,941,886 tons net register.

As regards imports likewise, the result has been in reality more unfavourable to the balance of payments of the country, in the sense that more money has gone out. According to the official statistics, the value of the imports during the economic year under survey amounted to \$230,613,595 gold, as against \$204,413,961 gold in the preceding period, an increase of \$26,199,634 gold. The difference between the value of exports and imports, that is to say, the balance of our foreign trade for the period under consideration (1915-16), amounting to \$249,815,707 gold compares unfavourably for the country with that of 1914-15 which amounted to \$321,021,237, the difference being \$71,205,530 gold. But it has to be borne in mind that with regard to imports, the accuracy of our statistics is only relative. The figures are based upon the values fixed by the Tariff of Values of the year 1906—still in force—the appraisements of which in a very great number of cases are much below the real value of the merchandise.

In view of this fact and in order to arrive approximately at the correct figure, I would add to the official valuation of \$230,613,595 gold a further 35 per cent, equal to \$80,714,758 gold or say—to make the round figure—\$80,386,405 giving \$311,000,000 gold as the probable total value of imports. I believe that even this figure represents a conservative estimate.

FINANCIAL OPERATIONS OF THE STATE.

During the economic year we are considering the National Government obtained in the United States loans at short term for a total of \$49,650,000 gold. Deducting interest at 6 per cent per annum, this represents an entry into the country of \$48,370,000 gold.

RAILWAY ISSUES.

Issues of foreign-owned Argentine railway companies made abroad during the economic year 1915-16, amounted only to \$1,200,000 gold, the Central Cordoba Railway being the only company to make issue. This took place in London on January 21, 1916, and consisted of second debentures, 6 per cent, £250,000 at price of 96 per cent = £240,000, at 5 = \$1,200,000 gold. The smallness of this item is explained by the fact of the restrictions imposed by European Governments upon their subjects to prevent, so far as possible, the placing of capital outside of their respective countries and favouring, on the other hand, their own war loans.

SALE OF STEAMERS.

A new item in the balance of payments is provided by the sale in foreign countries of steamers from the Argentine register. This item, on a conservative estimate, we place at \$3,000,000, gold.

New money from abroad in respect of freight paid for Argentine steamers, both of the Government and of private owners, increase of capital in the Dutch Bank, extension of North American freezing companies' establishments, institution of other industries, financed by foreign capital, etc., I estimate at not less than \$10,000,000, gold.

CREDIT SIDE OF THE BALANCE OF PAYMENTS.

In accordance with the foregoing data we can now proceed to formulate the assets of our balance of payments as follows:—

	Gold.
Effective value of exports.. . . .	\$480,000,000
Net proceeds of short-term loans obtained by the National Government.. . . .	48,400,000
Railway issues.. . . .	1,200,000
Sale of steamers abroad.. . . .	3,000,000
New foreign capital invested in the country.. . . .	10,000,000
Total.. . . .	<u>\$543,000,000</u>

DEBIT SIDE OF THE BALANCE OF PAYMENTS.

We will now examine in detail the items which constitute the debit of our balance of payments, that is to say the liabilities which the country has had to meet in foreign countries and capital which has left the country for diverse accounts.

The principal debit item, that of imports, we can put at \$311,000,000 gold, as we have already shown. Another important item is constituted by the following monetary remittances and transfers:—

SERVICE OF THE FOREIGN DEBT.

According to the National Provincial and Municipal Budgets detailed in the Appendix (Table No. 4) the service of the foreign debt of the country amounts to \$53,840,156.41 gold, made up as follows:—

	\$ m/n.
Government of the nation.. . . .	85,786,193 44
Government of the Province of Buenos Aires*	18,689,321 00
Governments of other provinces.. . . .	6,736,828 64
Municipality of Buenos Aires.	9,129,823 63
Other municipalities.. . . .	2,021,825 14
Total \$ m/n.. . . .	122,363,991 85
At 44 cents (\$ gold).. . . .	53,840,156 41

Assuming 90 per cent of this total to be payable abroad, we have \$48,456,000 gold, or say in round figures, \$48,500,000 gold.

SERVICE OF NATIONAL CEDULAS HELD ABROAD.

This, I calculate according to the details given below at \$9,900,000 gold.

CIRCULATION OF NATIONAL HYPOTHECARY CEDULAS.

(Paper Currency.)

	\$ m/n.
At September 30, 1915.. . . .	526,239,275 00
March 31, 1916.. . . .	517,368,825 00
September 30, 1916.. . . .	509,905,000 00
Six per cent interest and 1 per cent amortization on the mean at March 31, 1916.. . . .	36,215,817 75

*Circulation of National Hypothecary Cédulas.**(Gold Currency.)*

	Gold.
At 30th September, 1915.. . . .	\$9,033,150 00
At 31st March, 1916.. . . .	8,781,950 00
At 30th September, 1916.. . . .	8,689,700 00
5 per cent interest and 1 per cent amortization on the mean at 31st March, 1916.. . . .	526,917 00

Resumé of these services.

On paper currency cedulas \$36,215,817.75 at 44 cents = \$ gold.	15,934,959 00
On gold currency cedulas.. . . .	526,917 00
\$ gold.. . . .	16,461,876 00

Supposing 60 per cent of the cedulas to be held abroad their services would involve approximately \$9,900,000 gold.

MORTGAGE INTEREST PAYABLE IN EUROPE.

This item decreased appreciably during the year under review due to the fact that the exchanges have been very favourable to the country, which circumstance has reduced considerably the amount of the interest payable in national currency and has induced many debtors to cancel their mortgages in Europe, whereas on the other hand, owing to the war and the high rates of exchange, new investments of foreign capital in this class of business must be considered to have been of less magnitude than in previous

* Taking into account the arrangements concerning the amortization services made by the Government of the province of Buenos Aires with the holders of the majority of its foreign loans.

years. Consequently, having estimated this item in the preceding economic year at \$20,000,000 gold, I believe that a reduction of it in the present case to \$18,000,000 gold will bring us fairly near the actual figure.

DIVIDENDS AND INTEREST ON THE SHARES AND DEBENTURES OF THE FOREIGN RAILWAY COMPANIES OPERATING IN THE COUNTRY.

I estimate the amount paid under this heading at \$45,800,000 gold; as per the details cited in the appendix to this article. I take this opportunity to observe that in attention to the just complaints of the railway companies, it would be equitable to favour this class of capital investment as much as possible, within the just limits of the existing laws, in order not to drive away from this country the foreign capital which in this form has contributed so enormously to its aggrandisement and which, incorporated within our territory, is Argentine, and not foreign wealth.

INTEREST ON OTHER FOREIGN INVESTMENTS IN THE COUNTRY.

I estimate this item at the same figure as in the preceding economic year—\$24,000,000 gold.

It now remains to consider the following four items. In my study of the previous economic year, I had estimated the amounts leaving the country under these headings at a total of \$35,000,000 gold. I assume that in the period under survey the total did not exceed \$20,000,000 gold, made up as follows:—

	Gold.
Savings of immigrants and emigrants.. . . .	\$10,000,000
Expenditure of Argentines in foreign countries.. . . .	5,000,000
Remittances by subjects of belligerent countries for Red Cross and Patriotic Funds.. . . .	2,000,000
Subscriptions to foreign War Loans.. . . .	3,000,000
	\$20,000,000

My presumption for this decrease I believe to be justified by reason of the difficult situation the country is at present going through. With regard to subscriptions in this country to war loans of belligerents, I believe that they exceeded the sum above given which I allow to stand, however, on the presumption that a considerable proportion of the subscriptions have been effected by pledging securities in Europe.

Summarising now the financial remittances and other payments made effective abroad, I arrive at a total of \$166,200,000 gold made up as follows:—

	Gold.
Service of foreign debt bonds held abroad.. . . .	\$ 48,500,000
Service of National Cédulas held abroad.. . . .	9,900,000
Mortgage interest on European capital.. . . .	18,000,000
Railway dividends.. . . .	45,800,000
Returns on other foreign capital investments in Argentina.. . . .	24,000,000
Saving of immigrants and emigrants.. . . .	10,000,000
Expenditure of Argentines abroad.. . . .	5,000,000
Remittances of subjects of belligerent countries for Red Cross and other patriotic funds.. . . .	2,000,000
Local subscriptions to foreign war loans.. . . .	3,000,000
Total.. . . .	\$166,200,000

Finally we have to include on the debit side of our balance of payments the sum of \$6,000,000 gold representing the finds by the Banco de la Nación to its foreign correspondents.

THE FOREIGN EXCHANGES.

The situation of the foreign exchanges has assumed very great importance. Upon certain of the belligerent countries the exchanges have represented differences of as much as 30 and even 40 per cent above the normal. The high rates of exchange have

constituted for the country a favourable factor which has only been offset to a small extent by the fact that the United States exchange was against us throughout the whole of the economic year, as was also the English exchange for a certain period of it. The United States exchange has swung round in our favour since the end of September of 1916, going as high in our favour as 6 per cent, which figure has been exceeded on occasion by the English exchange, which has touched as high as 7.74 per cent. These high exchange rates constitute one of the disturbing phenomena of the war, operating with contrary effects, because whilst they favour those who have to remit to foreign countries, they prejudice, on the other hand, those who have to bring money from abroad. Thus importers of merchandise from Europe and North America, mortgage debtors having to meet the services of their obligations in foreign currency, Argentine companies having debentures in Europe, and the national, provincial and municipal governments as regards the service of their respective foreign debts, all benefit from the high exchange. It will be said that as our balance of payments is a creditor one, the amount we have to receive from abroad being greater than the amount we have to pay away abroad, the high exchanges ought to prejudice us by bringing about a reduction in the prices of our exports. This would be the case in theory, but fortunately other concurring factors have neutralized those effects up to the present, as they likewise have neutralized the effects of high ocean freights and insurance. Without wishing to enter into a minute analysis of the complicated mechanism of our foreign trade I will only indicate as a leading argument in favour of this assertion, the incontestable fact that in consequence of the universal shortage in production, our principal products are as largely sought after by belligerent as by neutral nations and that, in consequence, prices are determined in the first place by the competition amongst themselves—as well as with home buyers—of the purchasing agents whom all these nations maintain in our market. The question of the exchanges, although from certain points of view a very important one, in this particular case, exercises only a secondary influence. It is clear that in its effects upon payments made abroad the high rates have had a favourable influence upon our balance of payments, and should the rates be maintained, at present levels, or should they go still higher, the beneficial effect for the country will be considerable, but I fear that the bad cereal harvests will result in a marked fall in the exchanges. It is with a view to minimizing this effect, so far as may be possible, that I counsel the measures which appear at the end of this article. According to the preceding data we can now formulate the following:—

BALANCE OF PAYMENTS OF THE ARGENTINE REPUBLIC IN 1915-16.

Credit.

	Gold.
Exports..	\$480,400,000
Short-term loans..	48,400,000
Railway issues..	1,200,000
Proceeds of steamship sales..	3,000,000
New foreign capital invested in the country..	10,000,000
	\$543,000,000
Debit—	
Imports..	\$311,000,000
Financial remittances and other transfers..	166,200,000
Funds of the Banco de la Nación in hands of foreign correspondents..	6,000,000
	\$483,200,000
Resumé—	
Credit..	543,000,000
Debit	483,200,000
Balance in favour of the country..	\$59,800,000

This increase in the public wealth will have been expressed in the following form:—

	Gold.
Increase of the stock of gold	\$10,606,752
Bonds repatriated	10,000,000
Mortgages paid off	20,000,000
Other credits cancelled	19,193,248
	\$59,800,000

Of the 4 items above specified, the three last are conservative estimates based upon figures obtained from various sources, whilst the first, is an exact calculation, as shown in the appendix (Table No. 6).

CONCLUSIONS.

As has now been demonstrated, in the economic year 1915-16 we had a favourable balance of \$59,800,000—gold, against one of \$164,900,000—gold in 1914-15. I repeat what I have already stated at the commencement of the present survey, that the principal causes in bringing about this decrease are, in my judgment, the drop in the price of cereals and the scarcity of shipping. This decline was maintained during nearly the whole of the economic year 1915-16 and was caused by the favourable opinion held in all the world's markets regarding the then forthcoming harvests in the United States, in Canada and in Argentina. The scarcity of shipping involved its corollary of high freights, which contributed greatly to delaying exportation, so that at the close of the economic year, in spite of the poor harvest results, a relatively large stock still remained available in the country. When the upward reaction in cereal prices occurred, in the fourth quarter of 1916 (not comprised in this survey), exports augmented greatly, to such an extent indeed, that their value reached 175.5 millions (\$ gold) as against 112.7 millions in the fourth quarter of 1915 which factor obviously favours the current economic year and affects unfavourably the one under study.

Has the Argentine an assured favourable economic situation for the future? Shall we maintain the creditor balances so favourable to the country which have been occurring since 1914, principally owing to the situation created by the war?

Let it be noted that the result of this last balance of payments, a favourable one of \$59,800,000 gold, during the year of unheard-of prices for certain of our principal products, which prices are unlikely to be maintained after the war—does not denote a radical economic improvement. Let it be borne in mind also that owing to the forced restriction of imports of materials destined to reproductive objects, the country has been very far from consuming what is necessary for its normal economic development. All this brings us to the conviction that, an adverse year for national production, a rise in prices of our home supplies, or an interruption of our export trade, owing to any of the many causes possible in connection with the war—would suffice to turn our creditor position with respect to our foreign dealings, into a debtor one, with the prospect of having to export gold to meet the deficiency, because, given the times in which we live, we shall not be able to rely, upon the arrival of new foreign capital, whilst as regards new loans, even if they were feasible, our Government ought to use every effort to avoid them, in order not to place a further burden upon the finances of the country already too heavily compromised with a debt the public service of which already in 1915, absorbed 37 per cent of the general revenues of the nation, whilst since that year the proportion has risen still higher and to-day stands at about 45 per cent. The gravity of the situation is even more apparent if we compare it with the year 1913, prior to the war, when the service of the debt was met by 23 per cent of the revenues. All the present indications suggest that the current economic year will not be such a favourable one for the country as its predecessors. In many districts the lack of seasonable and sufficient rainfall has caused an important shrinkage in our agricultural production, whilst live-stock has also suffered considerably from the same cause. Although it is the fact that the high prices we are now obtaining for our products will render this shrinkage less severe, and although with respect to importa-

tion, no appreciable augmentation can be looked for, it is nevertheless not impossible that this year the balance of payments will incline to the side of our obligations abroad and that a notable fall in the exchanges may be produced with the resulting disturbance of our internal monetary circulation. It is an inevitable consequence of deficient production in years of adverse climatic conditions that the effects should weigh the more heavily upon our national economy in proportion as we are more dependent upon foreign countries for our imports. To increase exports and to decrease imports is the desideratum in the solution of the problem of our economic well-being. Wise colonization legislation, the promotion of agricultural co-operation and of rural credit, the construction of ways of communication and of transport throughout our widespread territory, and the spread of education in practical methods based upon scientific principles in rural exploitations—particularly in the breeding and improvement of live-stock—are the cardinal points which our leading public men ought never to lose sight of in order to perform useful and patriotic administrative work, so as to develop and get the greatest possible benefit from all the enormous and varied natural wealth of our privileged soil. In this connection, I would mention the experimental agricultural station of Tucuman which might serve as a model to the National Government in establishing analogous institutions with the object of diffusing scientific agricultural instruction and the best method in the selection of seeds as well as their sowing and cultivation. It is inconceivable that Argentina should be on the same level as Siberia in the matter of wheat yield, when all other countries give 25, 50 and even 100 per cent higher yields per hectarea than ourselves. No less important and deserving of the attention of our Government is the manufacturing industry, because it is precisely that industry which in the present time acquires singular importance for the following reasons: that the greater progress we achieve in our national industry the more shall we have rendered ourselves independent of the foreigner; the capital wealth of the country will be augmented, favourable balances of payment will be established, and the ever increasing working population in our cities will be enabled to earn a living during any and every period of the year, not suffering, as at present, periods of misery before and after every harvest. It is certain that agriculture and live stock are and will be for many years to come, the principal bases of our economic evolution. But we have already seen what may happen by concentrating all our activity almost exclusively upon rural productions. Not to exploit the multiple mechanical and manufacturing industries which are feasible in our country and which could be prosperous, utilizing the many varied products of our soil in the making of large numbers of articles which we to-day import from abroad, would be to follow a routine policy prejudicial to our free economic evolution and such a policy we ought to abandon definitely.

FUTURE PROSPECTS.

No one can foretell the new complications which the war will engender. No one can foresee when peace will be made, nor to what extent we shall be affected by the reorganization of international commerce which will follow. But even now, we can take it as absolutely certain that we shall not be able for a long time to come, to count upon the introduction and investment of new foreign capital on any appreciable scale in our country. Consequently with regard to our consumption of foreign products we must endeavour to make ourselves independent so far as is possible and as soon as possible, as one of the most efficacious means of avoiding unfavourable balances of payment and the resulting outflow of gold to foreign countries. As a first measure it would be necessary that our Government, following the example of the United States of America, should inaugurate a policy of frank protectionism on a broad and positive basis which would offer to foreign and national capitalists who may be desirous of investing important sums in new national industries or in the expansion of already existing ones, the guarantee of a future which would permit them to work upon a foundation which would not prove to be illusory when least expected. We should achieve no progress by opportunist legislation, subject to frequent modifications, since

that would imply serious risks to capitalists and would keep them perpetually uneasy and unsettled. The consequence of such legislation would be the arresting of all spirit of enterprise and the impossibility of taking advantage for the good of the country, of the favourable circumstances and prospects which the universal happenings of to-day offer us. Another highly important problem is the monetary question. In my judgment it is indispensable to face the absolute necessity of establishing a State Bank, founded upon a basis of our "Caja de Conversion," and designed exclusively to be a bank of issue and rediscount in the manner of the state banks which exist in the principal countries of the world; a bank capable of regulating the circulation, because it must not be forgotten that it is not sufficient to have a good currency, but that it is also necessary to assure a sound circulation. I consider it necessary that this question should be settled before thinking of issuing a large internal loan, should it be that circumstances oblige our Government to have recourse to this measure to restore order to the State finances. I have not the slightest doubt that without the assistance referred to, the success of such an issue would be very problematical.

Since writing the foregoing there has appeared in "La Nacion" of 16th March last a very detailed and highly meritorious study presented to the Minister of Finance by Engineer Alejandro E. Bunge, Director-General of National Statistics, relating to the foreign trade values of the Argentine Republic in the year 1916. Apart from the fact that I do not share the opinion of Señor Bunge as to the amount which he assigns to certain items in his balance of payments, I believe that in order better to ascertain the results of such balances, it is more desirable that they should be formulated to embrace the economic year (1st October to 30th September) which comprises the true cycle of our production, instead of taking the calendar year.

It will be of interest to readers of this survey to know the prospects of the economic year now in course, and in this connection I cannot but forecast unfavourable results which will occasion certain disturbances in our foreign exchange market. The loss of our cereal harvests has already entailed the prohibition to export wheat and the same is likely to occur with the maize and other cereals of which the country has only sufficient for its own necessities of consumption and seed. This circumstance will result in a serious dislocation in the economic balance with an inevitable fall in exchange rates, seeing that those cereals constitute our principal articles of export. This fall will produce a depreciation of the Argentine exchange which it will only be possible to avoid by the Government facilitating to the market the \$55,000,000 gold deposited in our legations in Europe and the United States in exchange for paper money delivered here at par.

APPENDIX.

Table No. 1.

BALANCE of Payments of the Argentine Republic, 1913-14.

Credit—	Gold.
Exportation.. . . .	\$356,400,000
Decrease of gold stock in the country.. . . .	32,600,000
Two short loans contracted by the National Government and proceeds of a loan obtained by the Municipality of the City of Buenos Aires.. . . .	46,200,000
Capital issues made in Europe by Argentine companies.. . .	34,300,000
Bonds sold in Europe (Cédulas, paying bonds, etc.).. . . .	23,500,000
Interest re-lent by mortgage companies.. . . .	5,000,000
Private mortgages and other investments.. . . .	5,000,000
Credits in suspense, (by reason of failures, outbreak of the European war, international moratoria, etc.).. . . .	38,800,000
Total.. . . .	\$541,800,000
Debit—	Gold.
Importation.. . . .	\$331,400,000
Additional 10 per cent allowed for contraband and for insufficient appraisements.. . . .	33,100,000
Financial service.. . . .	177,300,000
Total.. . . .	\$541,800,000

Table No. 2.

BALANCE of Payments of the Argentine Republic, 1914-15.

Credit—	Gold.
Exportation.. . . .	\$540,000,000
Funds of the Banco de la Nacion.. . . .	8,000,000
Loans.. . . .	14,700,000
Railway issues.. . . .	20,500,000
Total.. . . .	\$583,200,000
Debit—	
Importation.. . . .	\$245,200,000
Financial service.. . . .	173,100,000
Bonds repatriated.. . . .	11,000,000
Mortgages paid off.. . . .	10,000,000
Credits repaid.. . . .	69,500,000
Definitive balance in favour of the country consisting of—	
Deposits at Legations.. . . .	\$71,000,000
Gold imported.. . . .	3,400,000
	74,400,000
Total.. . . .	\$583,200,000

Table No. 3.

ARGENTINE Foreign Trade during the Economic Years, 1914-15 and 1915-16 (October 1 to September 30).

1914-15.	Gold.
Importation—	
4th quarter of 1914.. . . .	\$44,560,642
1st quarter of 1915.. . . .	49,297,625
2nd quarter of 1915.. . . .	50,830,285
3rd quarter of 1915.. . . .	59,725,409
Total.. . . .	\$204,413,961
Exportation—	
4th quarter of 1914.. . . .	\$79,807,711
1st quarter of 1915.. . . .	157,265,324
2nd quarter of 1915.. . . .	153,645,044
3rd quarter of 1915.. . . .	134,717,119
Total.. . . .	\$525,435,198
Summary.	
Exportation.. . . .	\$525,435,198
Importation.. . . .	204,413,961
Excess of exports.. . . .	\$321,021,237
1915-16.	
Importation—	Gold.
4th quarter of 1915.. . . .	\$67,039,414
1st quarter of 1916.. . . .	52,491,534
2nd quarter of 1916.. . . .	52,474,917
3rd quarter of 1916.. . . .	58,607,730
Total.. . . .	\$230,613,595
Exportation—	
4th quarter of 1915.. . . .	\$112,653,156
1st quarter of 1916.. . . .	127,142,050
2nd quarter of 1916.. . . .	118,915,317
3rd quarter of 1916.. . . .	121,718,779
Total.. . . .	\$480,429,302
Summary—	Gold.
Exportation.. . . .	\$480,429,302
Importation.. . . .	230,613,595
Excess of exports.. . . .	\$249,815,707

As is seen, the difference between the excess of exports during the economic year 1914-15, in which that excess was represented by \$321,021,237 gold and the excess of exports in 1915-16 when it was \$249,815,707, amounted to \$71,205,530 gold.

Table No. 4.

SERVICE OF THE PUBLIC DEBT OF THE ARGENTINE REPUBLIC.

I have calculated this in accordance with the following details which I have formulated upon a basis of the latest budgets I have been able to obtain, arriving at a total of \$53,840,156.41 gold.

Service of Debts.

Of the nation	\$85,786,193 44
Of the province of Buenos Aires	\$18,689,321 00
Of other provinces—	
Santa Fé	\$2,488,700 00
Entre Ríos	477,009 00
Corrientes	404,000 00
Córdoba	490,945 40
Santiago del Estero	80,000 00
Tucumán	929,234 77
Salta	140,000 00
Jujuy	192,000 00
Catamarca	—
La Rioja	—
San Juan	275,590 08
Mendoza	1,259,349 39
San Luis	—
Total of the service corresponding to these provinces . .	\$6,736,828 64
Municipality of the city of Buenos Aires	\$9,129,823 63
Other Municipalities—	
Rosario de Santa Fé	\$1,035,975 14
Santa Fé	137,400 00
San Juan	68,000 00
Bahía Blanca	780,450 00
	\$2,021,825 14

Resumé of the Services.

Of the nation	\$ 85,786,193 44
Of the province of Buenos Aires	18,689,321 00
Of the other provinces	6,736,828 64
Of the municipality of Buenos Aires	9,129,823 63
Other municipalities	2,021,825 14
Total	\$122,363,991 85

Equivalent, at 44 cents to \$53,840,156.41 gold.

Table No. 5,

Dividends and interests paid by foreign railway companies established in the country, on their shares and debentures during the financial year 1915-16.

(1) Central Argentine Railway.. . . .	£2,356,018
(2) Buenos Aires Central Railway. (This is an Argentine Company.) The undernoted sums represent its interest and amortization payments upon debentures issued in London—	
4½ per cent on \$700,000.. . . .	\$31,500
5 per cent interest and 1 per cent amortization on £600,000.. . . .	36,000
	67,500
(3) Buenos Aires Midland Railway.. . . .	—
(4) Buenos Aires Western Railway.. . . .	1,455,307
(5) Buenos Aires Great Southern Railway.. . . .	2,659,651
(6) Cia. General de Ferrocarriles en la Provincia de Buenos Aires. For several years this company has made no payment in respect either of dividend or interest.. . . .	—
(7) Buenos Aires and Pacific Railway.. . . .	977,795
(8) Buenos Aires Great Western Railway.. . . .	369,125
(9) Argentine Transandine Railway.. . . .	31,631
(10) Bahía Blanca and North Western Railway.. . . .	440,750
(11) Villa María and Rufino Railway.. . . .	42,690
(12) Entre Rios Railways Company.. . . .	160,350
(13) Central Córdoba Railway Company.. . . .	441,527
(14) Argentine North Eastern Railway Company.. . . .	87,047
Total.. . . .	\$9,089,391

Equivalent to 5.04 to \$45,810,530 Gold.

With regard to other railways, I lack information relating to the Compañía Francesa de Ferrocarriles en la Provincia de Santa Fé, Ferrocarril del Rosario a Puerto Belgrano and Ferrocarril Central del Chubut.

Table No. 6.

IMPORTS and Exports of Gold during the Economic Year 1915-16 (October 1, 1915, to September 30, 1916).

Imports—	Gold.
4th quarter of 1915.. . . .	\$ 2,508,433
1st quarter of 1916.. . . .	8,925,955
2nd quarter of 1916.. . . .	4,258,800
3rd quarter of 1916.. . . .	5,896,800
	\$21,589,988
Exports—	
4th quarter of 1915.. . . .	\$1,008
1st quarter of 1916.. . . .	—
2nd quarter of 1916.. . . .	—
3rd quarter of 1916.. . . .	—
	\$1,008
<i>Resumé.</i>	
Imports.. . . .	\$21,589,988
Exports.. . . .	1,008
Excess of imports.. . . .	\$21,588,980

This figure is confirmed by the following data:—

STOCK OF GOLD IN THE COUNTRY.

This was formed at 30th of September, 1915, as follows:—

	Gold.
In the Caja de Conversion..	\$234,164,976
Held by the banks..	28,186,025
Total..	<u>252,351,001</u>

This compares with the stock of gold at the 30th of September, 1916, as follows:—

In the Caja de Conversion	\$256,533,946
Held by the banks..	27,126,142
Total..	<u>\$283,660,088</u>

Resumé.

Stock of gold at 30th September, 1916..	\$283,660,088
Stock of gold at 30th September, 1915..	<u>262,351,001</u>
Increase..	\$ 21,309,087
The public holding the balance of..	<u>279,893</u>
Thus completing the surplus above referred to resulting from importation of..	<u>\$ 21,588,980</u>

On the other hand, the stock of gold in the Argentine legations has sustained a decrease of \$10,702,335 as is shown by the following figures:—

Stock at September 30, 1915..	\$70,996,709
“ “ 30, 1916..	<u>60,294,374</u>
Decrease	<u>\$10,702,335</u>
It is seen thus that during the economic year 1915-16, the stock of gold in the country increased by..	\$21,309,087
But on the other hand the gold held at the Argentine Legations decreased by..	<u>10,702,335</u>
So that the real increase which has taken place in our stock of gold is..	<u>\$10,606,752</u>

PRICES FOR CERTAIN CUBAN COMMODITIES.

Mr. J. C. Manzer, representing the Dominion Department of Trade and Commerce, in Havana, Cuba, has forwarded under date of June 16, 1917, the following market prices for certain commodities:—

Lumber.—The market for lumber continues very firm, with arrivals not up to the demand. Stocks in dealers' hands are being greatly reduced, and prices are firm.

Potatoes.—There will be no further shipments of potatoes from Canada until the new crop is ready. New crop potatoes are arriving from Florida, Georgia and North and South Carolina.

Prices are holding very firm. Sales are being made to retail dealers at \$8 per 100 pounds.

Hay.—The market for hay is a little easier on account of larger offerings.

Considerable quantities of Canadian hay have been sold for delivery in Cuba during July, August and September.

Oats.—The price of oats is holding very firm and supplies are not equal to the demand.

Codfish.—Stocks of codfish are being considerably reduced and buyers are finding difficulty in securing supplies.

Following are market prices during the present week on a number of articles of interest to Canadians, c.i.f. Havana:—

Lumber—(Pine)	per M feet.	\$40 00 to \$45 00
" —(Spruce)	"	38 00 to 40 00
Potatoes—(American)	per bbl.	10 00 to 11 00
Hay—(Good No. 2)	per ton.	34 00 to 38 00
" —(Choice Timothy)	"	40 00 to 42 00
Oats	per bus.	1 00 to 1 10
Codfish—(Nova Scotia)	per cwt.	15 00 to 16 00

WHAT GERMANS ARE LOSING BY THE WAR.

(*The London Economist*.)

Twenty years ago the German Emperor invented the metaphor of "the mailed fist" to express a possible menace to the decrepit Chinese Empire, and now a sweep of that fist has wrecked the whole apparatus of "Kultur" laboriously raised in China meanwhile. The submarine blockade has constrained China to follow the Government at Washington in its formal protest, and German obstinacy and ruthlessness have enabled the Entente Powers to win over the Chinese Republic. The active propaganda carried on by the German Embassy and the hundreds of Germans in the Chinese service has failed completely, and the Republic has accepted from the Entente Powers the offers of tariff revision and of suspension of the payments of the Boxer indemnities, which it rejected when Germany made them in the autumn of 1915. The hesitation of the Chinese President has been overcome by the pressure of his ministers, and both Houses of the Legislature declared, by overwhelming majorities, for war with Germany some time ago. Recently the German Minister at Peking and the German consular staff received their passports; and as in the United States, so in China, the final plunge is only delayed until public opinion in the interior is sufficiently informed to enable it to give emphatic support to the action of the Central Government. And so Berlin has closed another of the most hopeful fields for the perfectly legitimate expansion of German influence and trade.

A few figures will best exhibit the magnitude of the present and prospective German loss. Of the twenty-six railway or other loans contracted since 1894 by or on account of successive Chinese Governments, German banks or investors are concerned conjointly with those of Entente countries in six, and with Austria-Hungary in one—the so-called "gunboat loan" of 1913. Besides this, one loan is exclusively German—the Arnhold Karberg loan of 1895—but of this only some £70,000 is now outstanding. Interest on the German portions of all these debts is now suspended till after the war, and even then it may possibly be held in pledge for German indemnities in respect of damage suffered by China in the submarine blockade. The ten ships now in Chinese ports, including a North-German Lloyd and a Hamburg-American liner, with others of smaller tonnage, together with three Austrian liners, will probably be treated as prizes of war; but all that is only a very small part of the German loss. The Shantung Railway, with its capital of £2,700,000, running from Tsingtao in the Kiao-Chao protectorate, to Tsinanfu, the capital of Shantung, is a German enterprise; it has a branch to the mining districts, which are being exploited

by a German company; and new lines, representing a capital of £3,500,000, are under construction connecting it with the Tientsin-Pukow Railway, also mainly a German enterprise. All these lines will now pass out of German control, probably forever. The Deutsch-Asiatische Bank, with its six branches in Chinese commercial centres and a capital of about £1,000,000, will presumably be wound up. In 1913 Germany stood fourth on the list of foreign countries doing business in China, with 273 firms and 3,013 residents. The British firms and residents were, respectively, 584 and 8,914, after 83 years of British trade unrestricted by the old East India Company's monopoly; and Great Britain was only surpassed in the number of its firms in China—though probably not in their importance—by Russia and Japan. In foreign commerce German trade ranked relatively low, but was growing fast. The value of Chinese imports into Germany had risen in the four years, 1910-13, according to the German official figures, from £4,730,000 to £6,525,000; that of German exports to China from £3,325,000 to £6,145,000. In that time the German exports of indigo and of aniline dyes had nearly tripled (an unfortunate increase for Chinese textile art); so, roughly, had those of steel and iron and of cotton goods. There was a heavily subsidized German line of mail steamers to China, with four lines more or less regular of freighters, and a number of steam services between Chinese ports and on inland waters were in German hands. German merchants lived in concessions of their own at Shanghai, Hankow and Tientsin, and in "international" concessions, with other foreign residents, in various other treaty ports. In the German sphere of influence, Tsingtao, the chief port of the Kiao-Chao protectorate, represented a total capital, invested by the German Government and private interests, of some £10,000,000; the German residents numbered 1,500; it had, like Copenhagen, a duty-free area, so that it served as a port of transshipment for foreign goods, and a high authority, H. B. Morse, has stated that the general management was much more businesslike and less bureaucratic than in the other foreign possessions of Germany. The protectorate had become a summer resort for Europeans, and a refuge for Chinese magnates in fear of the effects of the revolution.

A German author described it in 1913 as serving partly as a naval station, partly as a base for the display in China of German methods of town planning, administration, education and civilization in general. It possessed a model German first-grade school, or "gymnasium," of the most modern type, with European pupils as well as Chinese. At Shanghai, German enterprise had provided schools of medicine and engineering, with a school of European languages preparatory for them. Elsewhere German influence has been promoted by elementary and secondary mission schools, Protestant and Catholic, though they are far fewer than those established by missionaries from Great Britain and the United States. Finally, the Deutsch-Chinesischer Verband, founded in Berlin before the war, started a monthly periodical two years ago, the *China-Archiv*, devoted not to Chinese art or scholarship but to the dissemination of very practical information about Chinese politics and trade. All these perfectly legitimate and even laudable efforts to develop Chinese resources and German interest in them are now cut short almost beyond the possibility of resumption by the stupid and brutal ruthlessness of the German Government in the English channel and the Atlantic. No wonder that the *Vorwärts* and the *Frankfurter Zeitung* always strong for different reasons in their economic information, are alarmed at the prospect for German commerce. When Germany intervened in Venezuela the German community there resented her interference by refusing to join in the Kaiser's birthday festivities on board the German warships. What must the peaceable and enlightened German merchants in China be thinking of the Kaiser now?

As things stand, those merchants are turning over their business to neutrals, and the German Legation guard at Peking has been replaced by Dutch troops. Germany has estranged the last important power ruling one of the most economic regions prospectively that might have taken her side.

CURRENT EVENTS OF INTEREST FROM SOUTH AMERICA.

Mr. George Mallett, of Valparaiso, Chile, has submitted the following notes on trade happenings in Chile under date of May 15, 1917:—

Chile.

EXPORTATION OF HARICOT BEANS.

Considerable alarm almost amounting to panic has been caused by the abnormal rise in the price of beans, which a few years ago sold at \$15 per sack, and now are touching \$70.

As this forms the staple food of the working class, the present state of affairs is little short of a calamity. The rapid rise is naturally attributed to the abnormal exportation, causing scarcity of stock; although in reality speculation plays an important part in this. In view of the recent public protest against the exportation of food-stuffs, the Executive Council of the "Sociedad de Agricultura" has been making a careful study of the question and have now forwarded their report to the Minister of Industry, of which the following extracts may be of interest:—

"The Sociedad de Agricultura considers that the present arrangement (free export) cannot in any case produce a scarcity of beans which would cause serious trouble in the general maintenance, much less public alarm. The statistics which are known to you, and which have been published, show a production in round figures of 550,000 metrical quintals. Deducting from this sum the estimated consumption of 250,000 quintals and 50,000 for seed for the next sowing, we have a surplus of 250,000 quintals."

"The society is of opinion that the exportation of this surplus should not cause anxiety to the most timorous individual. On the contrary, the retention of them in the country can only produce trouble to the commercial community and the producer."

The official export returns this year, up to May 5, are as follows: January 1 to April 22, 10,848,151 kilos; 23rd to 29th April, 963,050; 30th April to 5th May, 1,767,580; total, 13,578,781 kilos.

						Kilos.
During the same period		Wheat exports	reached a total	..	..	3,134,705
"	"	Flour	"	"	"	1,121,236
"	"	Barley	"	"	"	3,466,612
"	"	Lentils	"	"	"	2,555,664
"	"	Peas	"	"	"	5,304,722
"	"	Oats	"	"	"	29,596,538
"	"	Potatoes	"	"	"	3,705,405

CUBAN MARKET CONDITIONS.

Mr. Enrique R. Margarite, S. en C., 66 San Ignacio street, Havana, has furnished the following report of prices ruling on the Havana Produce Exchange for the week ended June 15, 1917:—

FISH IN DRUMS.

Importation—

June 12, ss. *San Jose*, 369 drums from Boston.

" 13, ss. *Morro Castle*, 245 drums from New York.

The market for fish in drums has been quiet, with the same prices in evidence, but a decline in values can be predicted if this situation remains unchanged next week. We quote codfish at 10.25 cents per pound, haddock at 10.25 and hake at 9½.

CODFISH IN CASES.

Importation—

- June 12, ss. *Excelsior*, 900 cases from New Orleans.
 " 12, ss. *San Jose*, 2,281 cases from Boston.
 " 13, ss. *Morro Castle*, 285 cases from New York.

A very light demand has prevailed for codfish in cases and as these arrivals are too heavy for the consumption it has, the prices have declined and we can only quote at \$14.50 to \$16.25 per case for that from the United States and Canada.

HERRINGS.

Very little business has been made on bloaters, but the price of \$1.60 per large box remains unchanged.

GOUDA CHEESE.

We continue quoting at 34 to 50 cents per pound for that from the United States, as this is the only sort available, due to the absence of the cheese produced in Holland.

POTATOES.

Importation—

- June 10, ss. *Olivette*, 399 bags and 498 barrels from Tampa.
 " 12, ss. *Excelsior*, 213 bags and 178 barrels from New Orleans.

Although a very light demand has been in evidence, the prices advanced again, and we can quote at $8\frac{1}{4}$ cents per pound for those packed in bags, which is the only package available, as the stocks of barrels are exhausted.

EXCHANGES.

New York, 3 d/s, $\frac{1}{8}$ per cent premium.
 London, s/d at \$1.77 per £.

NOTES ON FOREIGN TRADE.

BRITISH BUSINESS METHODS IN RUSSIA.

(*Kelly's Monthly Trade Review*.)

A representative of the Exchange Telegraph Company recently during a trip through European Russia—it is reported—was told that there is considerable dissatisfaction with English business methods in Russia. The following criticism and complaint was made:—

"It is the same old story which has been told time and time again in British Consular reports—British firms do not study the needs of their prospective customers, but insist that the Russians must buy their goods exactly as they are, even if they are not suited to Russian needs. The agents of British concerns will say: 'Here are our samples; you must buy our goods exactly as they are made, or do without.' A demand for even the slightest change is almost invariably met with a curt refusal.

"As a result of this stupid policy Americans and Scandinavians are skimming the cream, while the British are getting left.

"There are thousands of Americans travelling in Russia now, all deeply impressed with the splendid business opportunities which abound everywhere, and with the inexhaustible but undeveloped resources of Russia. If the Germans are to be driven permanently out of the Russian markets, it will be by the Scandinavians and Americans, not by the British."

AMERICAN READY-MADE CLOTHING FOR JAPAN.

(United States Commerce Reports.)

At least one in every four or five male Japanese is now wearing western clothing, according to a report just issued by the Bureau of Foreign and Domestic Commerce. This means from 4,000,000 to 6,000,000 persons, and the number is rapidly increasing. It is evident, therefore, that there is a large market for foreign-style clothes, wherever made—in Japan, England, Germany, or America. It is also evident that this market is rapidly increasing. At the time the war started at least two countries—Germany and England—were managing to supply Japan with a large amount of ready-to-wear clothing. They were doing this at prices generally much in excess of the Japanese-made products and selling them in the keenest competition with the Japanese articles, because of the superior quality of material or the workmanship, or both.

According to the writer, Special Agent Stanhope Sams, the Japanese like to dress well and in as strict conformity as possible with the best prevailing fashions, whether in their native or in adopted foreign costume. They are not economical in the sense that they will wear old or inferior clothes. They wish always to make a neat or “natty” appearance, with good lines in their coats and trousers, and they especially like the former well cut and with a somewhat military look. In no other country, says the report, will the young men or the business men of standing spend more in proportion to their income for the purpose of making a smart appearance.

It has been said that the better class of American wearing apparel cannot be sold in Japan because of the low-priced labour available for Japanese makers of clothing, but once having adopted foreign dress the Japanese, true to his instinct for neatness and smartness, wishes to wear only the correct style, even if it costs more than the same clothing made by a native or Chinese tailor. This is shown by the fact that in most of the better-class tailoring shops a point is made of having the cutting at least done by an English or American tailor.

BRITISH MACHINE TOOLMAKERS TO SPECIALIZE.

Consul Augustus E. Ingram, Bradford, United States Commerce Reports.

A movement has been initiated by the Association of British Machine Toolmakers for a greater degree of specialization among machine tool builders. According to the *Yorkshire Post*, it is reported that 10 machine tool firms have arranged among themselves that each shall devote itself to the production of a single type of machine. One will confine itself to drilling machines, another to boring mills, and so on. Besides reducing to manageable proportions the numbers of patterns and drawings to be kept, such a policy permits of the production of machine tools being placed upon a manufacturing instead of a “jobbing order” basis and enables the maker to concentrate all his effort and talent upon the improvement of his one line of product.

The arrangement also lends itself to the appointment of group publicity agents and travellers, both at home and abroad. The carrying of foreign trade through the medium of independent general agents has on the whole proved far from satisfactory, but hitherto the majority of machine tool makers have had to rest content with that means for the reason that their turnover was not large enough to bear the expense of sending a special agent to the leading foreign centres, much less of keeping one there permanently, while it has not been easy for a group of firms that were all competitors in certain products to combine for the establishment of joint foreign agencies. Under the system of specialization by group compact, these difficulties disappear, and it is understood that the better organization of foreign publicity and sale is one of the chief objects of the new project.

CATALOGUES OF HAND-POWER THRESHERS WANTED IN CAPE TOWN.

According to Vice-Consul Charles H. Heisler, Cape Town, there is a market in South Africa for hand-power threshers. Writing in the United States Commerce Reports, Mr. Heisler says: "For the perusal of one or two firms in this district, the Cape Town Consulate General desires to receive catalogues, price lists, and other discount sheets of grain threshing machines operated by hand power. Application has recently been made at this office for such information. To be of use, catalogues should be of use in every detail."

GENERAL TRADE NOTES.

(The British Export Gazette.)

Australia refuses to import any but British soap.

Machinery for the manufacture of rubber articles from raw rubber and for distilling alcohol may be imported free of duty into Ceylon.

A large part of the business of Sao Paulo, Brazil, is transacted through the local commission houses, who are most energetic in beating up orders.

A recent cargo consigned from Japan to Australia and New Zealand included antimony ware, cotton goods, glassware, silk goods, tissue paper, hemp braid, porcelain ware, press buttons, bags, corrugated board, sulphur, bootlaces, fountain pens, screens, toys, baskets, canned provisions, and electric goods.

An intercepted letter addressed by a Hamburg firm to its Yokohama and Kobe branches was recently read at a British prize court, in which the writers expressed a keen desire for any kind of heavy copper or bronze goods—"vases, animals, etc."—the roughest and most faulty specimens being equally acceptable; anything, in fact, so long as it was massive (not hollow) that might come under the denomination "curiosities." They were to be packed in raw rubber "so that the works of art shall not suffer." Aluminium goods packed as closely as possible also interested the Hun firm, who directed that consignments should be sent to Stockholm, the ulterior destination, of course, being Germany. Happily this brazen attempt to obtain copper, bronze, rubber, and aluminium from our Allies fell very wide of the mark.

One of the latest of Japanese industries is the manufacture of press buttons or snap fasteners, ten such factories being already in operation at Tokio, Osaka, and Nagoya. Originally the intention was to supply the Russian market, where Germany had formerly held the monopoly in these goods, as well as in other countries, but the United States and Great Britain are now buying in large quantities, and it will not be long before the Japanese article is known all over the world. The manufacture being largely confined to women and children, and being also partly a home industry, it will probably be impossible for British firms to compete with this new Japanese industry.

In the meantime, Japan is exerting itself strenuously to hold the trade it has acquired in various parts of the world. Inexperience in regard to export trade and in industrial processes have engendered a sort of fear that so soon as the war ends all the enterprise and capital that have been put into these new activities will crumble before the competition of the older industrial nations, and measures are therefore being taken in time to prevent such a catastrophe. All along the east and west coasts of South America, in particular, connections are being cultivated by Japanese shippers with the utmost assiduity, and everything possible is being done to keep those connections permanently. The recent decisive action of the Japanese Government in regard to the allegations against manufacturers on account of inferior bulk deliveries is further evidence of the determination of Japan to hold what she seizes.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending June 22, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	617,789	775,219	39,123		1,432,131
Consolidated Elevator Co.	343,638	242,452	19,419	43,292	648,801
Empire Elevator Co.	222,019	232,945	19,088	165,590	639,642
Ogilvie Flour Mills Co.	510,539	206,633	5,966		723,138
Western Terminal Elevator Co.	277,398	120,835	6,952	290,994	696,179
G.T. Pacific	689,810	921,606	93,661	58,082	1,703,159
Grain Growers' Grain Co.	517,460	349,929	14,326		881,715
Fort William Elevator Co.	184,019	247,200	18,459	106,025	555,703
Eastern Terminal Elevator Co.	167,095	262,289	12,583		441,967
Thunder Bay Elevator Co.	462,793	329,453	29,153	36,325	857,724
Port Arthur—					
Port Arthur Elevator Co.	1,682,334	1,125,242	78,386	111,704	2,997,666
D. Horn & Co.	114,386	66,478	23,604	49,358	253,826
Dominion Government Elevator . .	853,429	891,178	40,874	155,470	1,940,951
Grain afloat					—
Total Terminal Elevators.....	6,642,709	5,771,459	341,594	1,016,840	13,772,602
Saskatoon Dom. Govt. Elevator.....	538,572	165,187	9,800	18,903	732,462
Moosejaw Dom. Govt. Elevator.....	1,047,086	235,334	13,831	21,127	1,317,378
Calgary.....	173,072	161,271	12,669	4,492	351,504
Vancouver.....	14,398	31,575			45,973
Total Interior Terminal Elevators..	1,773,128	593,367	36,300	44,522	2,447,317
Depot Harbour.....	378,045				378,045
Midland—					
Aberdeen Elevator Co.	494,802	65,173			559,975
Midland Elevator Co.			143,379		143,379
Tiffin, G.T.P.	954,350	806,049	178,490		1,938,889
Port McNicol.....	270,965	1,590,774	48,389		1,910,128
Collingwood.....		44,655			44,655
Goderich.....	232,548	528,743	46,171		807,462
Western Canada Flour Mills Co.....	66,365	2,867			69,232
Kingston—					
Montreal Transportation Co.	134,610	183,512			318,122
Commercial Elevator Co.	50,837	81,708			132,545
Port Colborne.....	299,685	1,075,280	47,920		1,422,885
Prescott					—
Montreal—					
Harbour Commissioners No. 1.....	403,045	2,193,938	125,409		2,722,392
" " No. 2.....	422,573	780,335	31,284		1,234,192
Montreal Warehousing Co.	464,028	583,876	121,501		1,169,405
Quebec Harbour Commissioners.....	3,851	79,650		*11,862	95,363
West St. John, N.B.	131,166	9,674	6,252		147,092
Halifax, N.S.	63,238				63,238
Total Public Elevators.....	4,370,108	8,026,234	748,795	*11,862	13,156,999
Total quantity in store.....	12,785,945	14,391,060	1,126,689	1,073,224	29,376,918

* Corn.

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior
Terminal Elevators, and at Public Elevators in the East for the Week ended
June 22, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—				
No. 2 Hard			3,081	3,081
No. 1 "	9,536			9,536
No. 1 Northern	652,537	114,745	595,241	1,362,523
No. 2 "	1,039,108	490,915	937,971	2,467,994
No. 3 "	960,570	557,731	951,601	2,469,902
No. 4 Wheat	588,875	212,227	592,578	1,393,680
No. 5 "		39,264	306,087	345,351
No. 6 "		61,086	41,529	102,615
Other	3,392,083	297,160	942,020	4,631,263
Totals	6,642,709	1,773,128	4,370,108	12,785,945
Oats—				
No. 1 C. W.	35,309	6,433	1,389	43,131
No. 2 "	1,280,893	139,142	2,308,817	3,728,852
No. 3 "	510,013	52,003	1,013,122	1,575,138
Ex. No. 1 Feed	1,247,575	134,757	1,870,701	3,253,033
No. 1 Feed		57,526	1,182,115	1,239,641
No. 2 "		19,608	205,462	225,070
Other	2,697,669	183,898	1,444,628	4,326,195
Totals	5,771,459	593,367	8,026,234	14,391,060
Barley—				
No. 3 extra C. W.				-
No. 3 C. W.	105,170	7,041	220,910	333,121
No. 4 "	127,176	19,346	447,924	594,446
Feed	43,968	898	28,243	73,109
Rejected	16,308		18,766	35,074
Other	48,972	9,015	32,952	90,939
Totals	341,594	36,300	748,795	1,126,689
Flax—				
No. 1 Northwestern Canada	655,432	13,606		669,038
No. 2 C. W.	256,244	14,244		270,488
No. 3 "	71,512	13,120		84,632
Rejected		58		58
Other	33,652	3,494		37,146
Totals	1,016,840	44,522		1,061,362
Corn			11,862	11,862
Total quantity in store	13,772,602	2,447,317	13,156,999	29,376,918

Quantity of United States Wheat, Oats, Rye and Corn in Store at the following Public Elevators in the East, for the week ending June 22, 1917.

	Wheat.	Oats.	Rye.	Corn.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Depot Harbour		416,985			416,985
Aberdeen Elevator Co.	3,953	95,778			99,711
Midland Elevator Co.		743,556		8,527	752,083
Tiffin, G. T. R.					-
Port Colborne					-
Harbour Commissioners No. 1	4,278		39,050	177,644	220,972
" " 2	10,357		15,085	514,998	540,440
Total, United States Grain	18,568	1,256,319	54,135	701,169	2,030,191

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East, on June 22, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Totals.
	Bushels.	Bushels.	Bushels.
<i>June 22, 1917.</i>			
Terminal Elevators	6,642,709	7,129,893	13,772,602
Interior Terminals	1,773,128	674,189	2,447,317
Public Elevators in the East	4,370,108	8,786,891	13,156,999
Totals	12,785,945	16,590,973	29,376,918
<i>June 23, 1916.</i>			
Terminal Elevators	14,830,233	5,955,994	20,786,227
Interior Terminals	1,797,526	479,054	2,276,580
Public Elevators in the East	7,156,715	7,169,819	14,326,534
Totals	23,784,474	13,604,867	37,389,341
<i>June 24, 1915.</i>			
Terminal Elevators	2,696,852	2,525,134	5,221,986
Interior Terminals	174,705	280,135	454,840
Public Elevators in the East	1,594,366	1,921,050	3,515,416
Totals	4,465,923	4,726,319	9,192,242
<i>June 25, 1914.</i>			
Terminal Elevators	4,028,375	4,473,088	8,501,463
Public Elevators in the East	3,707,242	6,403,898	10,111,100
Totals	7,735,617	10,876,946	18,612,563

TRADE INQUIRIES.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, REGINA, WINNIPEG, INDUSTRIAL BUREAU, CHAMBRE DE COMMERCE DE MONTREAL, MONCTON, N.B., SAULT STE. MARIE, ONT., and FORT WILLIAM, ONT.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1010. Iron and brass bedsteads.—A London firm asks to be placed in communication with Canadian manufacturers of iron and brass bedsteads in a position to fill export orders.

1011. Bentwood furniture.—A London firm desires the addresses of Canadian manufacturers of bentwood furniture.

1012. Wood-pulp and lumber.—An old-established agency in Florence, Italy, wishes to secure supplies of Canadian wood-pulp. They would be glad to make arrangements with Canadian manufacturers of wood-pulp for after-the-war business. They wish also to represent Canadian exporters of lumber, including planks, beams, etc.

1013. Mining machinery.—A London firm wishes to get into touch with Canadian manufacturers of mining machinery of various kinds which are required by their South African house.

1014. Cardboard soap boxes.—A London firm wishes to purchase 600,000 cardboard soap boxes according to sample in the possession of the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, for direct shipment to

South Africa, and invites quotations from Canadian manufacturers, price per 1,000 f.o.b. Canadian steamer for South Africa, or preferably c.i.f. Durban, cash against documents in Canada.

1015. **Nails, tacks and machinery.**—A Boston commission house having connections in Turkey, Persia, China, Russia, India, Africa and Arabia, wishes to secure Canadian supplies of nails and tacks and would like to get into touch with Canadian manufacturers of machinery.

1016. **Tracing cloth and paper.**—Samples and quotations of tracing cloth and tracing paper, upon a f.o.b. steamer basis, are desired by the principal heliographers in Melbourne. Transparency is most essential particularly in the tracing paper. Small samples may be seen at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1017. **Marbled paper for ledger, etc., linings.**—One of the largest wholesale printers' furnishing houses in Australia desires to receive samples and quotations of marbled paper suitable for ledger linings. Prices must be on a f.o.b. steamer basis.

1018. **Opticians' supplies.**—An Australian wholesale optician house (established for twenty years) desires catalogues, price lists and all details from Canadian manufacturers of spectacle cases, frames of rolled gold and nickel, and other lines of likely interest. Samples could be forwarded by registered parcel post.

1019. **Sporting cartridges.**—One of the most important mercantile houses in Australia desires lowest wholesale f.o.b. steamer quotations and full particulars concerning sporting cartridges made in Canada by manufacturers not already represented in Australia.

1020. **Grey cottons, sheetings, drills and ducks.**—An Australian firm of manufacturers' agents doing an exclusive business with wholesale dry goods houses desires to obtain samples and lowest wholesale prices (for large quantities) of plain grey calico 31/2 inches; plain and twill grey sheeting 72 and 80 inches; cotton ducks and drill and allied goods, such as denims.

1021. **Pulp-board or pulp for making mounts.**—One of the leading photographic supply houses in Australia desires to receive samples, and f.o.b. steamer quotations, of pulp-board or pulp suitable for making mount boards.

1022. **Representation in Trinidad.**—The head of a long-established commission house in Port of Spain, Trinidad, which has travellers throughout the West Indies and successfully represents in those colonies a number of the most important manufacturing industries in Canada is now visiting Canada. He would like to arrange to represent a few additional lines of Canadian manufactures. Full particulars can be obtained from the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

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- *Trade and Commerce. (*Price, 20 cents.*)

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- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

*Canada Year-Book. (*Price, \$1.00.*)

*Census Returns. (*Price of volumes vary.*)

*Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

Acting Canadian Trade Commissioner, Lonja del Comercio. Apartado 1290, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, care of H. B. M. Consul, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Bukhgolza Ulitza No. 4, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighting, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs, 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street, Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nasseau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania, Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bagota, British Consul General.

Ecuador:

Quitto, British Consul General.
Guayquill, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

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Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, JULY 9, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

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1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, July 9, 1917.

No. 702

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. Harrison Watson.*)

LONDON, Eng., May 16, 1917.

THE UNITED KINGDOM'S TRADE WITH LEADING COUNTRIES OF THE WORLD DURING THE FIRST QUARTER OF 1917.

The Board of Trade has now issued the customary tables of statistics showing the import and export trade of Great Britain for the three months ended the 31st March, 1917.

While the values in comparison with previous years are considerably affected by the heavy increase in prices which has taken place, this feature applies to all countries pretty generally, so that the figures given do not interfere with the utility of the statistics as illustrative of the alterations and variations which have resulted from the war.

TABLE showing trade of the United Kingdom—i.e., imports, exports (the produce of the United Kingdom), and re-exports (the produce of foreign countries, and other portions of the British Empire)—with the countries indicated, at the first quarter of the calendar years.

Canada—	1915.	1916.	1917.
Imports.. . . .	£ 6,363,270	£10,141,345	£11,851,755
Exports.. . . .	3,382,403	3,931,175	4,875,518
Re-exports.. . . .	761,019	914,843	892,394
Total.. . . .	£10,506,692	£14,987,363	£17,619,667
Australia—			
Imports.. . . .	£16,866,562	£ 9,881,492	£19,423,405
Exports.. . . .	6,982,624	7,840,081	5,575,606
Re-exports.. . . .	638,708	731,392	426,075
Total.. . . .	£24,487,894	£18,452,965	£25,425,086
Union of South Africa—			
Imports.. . . .	£3,453,900	£3,389,537	£3,857,406
Exports.. . . .	3,633,851	5,124,913	4,907,850
Re-exports.. . . .	255,692	385,756	219,978
Total.. . . .	£7,343,443	£8,900,206	£8,985,234
British West Indies—			
Imports.. . . .	£ 733,463	£ 788,205	£ 695,498
Exports.. . . .	399,862	443,439	672,050
Re-exports.. . . .	83,081	72,505	58,051
Total.. . . .	£1,216,406	£1,314,149	£1,425,599
British India—			
Imports.. . . .	£13,109,789	£15,819,294	£19,823,636
Exports.. . . .	10,761,605	12,196,313	14,447,126
Re-exports.. . . .	206,581	418,325	291,899
Total.. . . .	£24,079,975	£28,433,932	£34,562,661

THE UNITED KINGDOM'S TRADE, ETC.—*Continued.*

	1915.	1916.	1917.
Egypt—			
Imports..	£7,671,758	£10,929,487	£12,335,003
Exports..	1,552,785	2,504,545	3,493,666
Re-exports..	121,426	236,289	83,824
Total..	£9,345,969	£13,670,321	£15,912,493
France—			
Imports..	£ 7,006,778	£ 7,769,717	£ 6,293,201
Exports..	14,111,061	20,870,376	26,256,677
Re-exports..	2,425,809	3,590,431	4,847,484
Total..	£23,543,648	£32,230,524	£37,397,362
Russia—			
Imports..	£1,888,196	£ 852,944	£1,082,079
Exports..	1,546,757	2,984,979	7,762,682
Re-exports..	1,638,427	1,443,732	1,090,372
Total..	£5,073,380	£5,281,655	£9,935,143
Belgium—			
Imports..	£421,118	£ 420,032	£ 92,294
Exports..	1,436	67,971	87,685
Re-exports..	43,327	2,766	8,266
Total..	£465,881	£490,769	£189,245
Italy—			
Imports..	£3,057,310	£3,092,946	£ 2,692,035
Exports..	3,106,865	5,073,663	6,094,237
Re-exports..	629,155	1,018,974	151,422
Total..	£6,793,330	£9,501,209	£10,178,140
Sweden—			
Imports..	2,769,114	£3,411,786	£2,634,421
Exports..	1,846,389	1,491,287	878,744
Re-exports..	1,224,917	1,018,974	151,422
Total..	£5,840,420	£5,922,047	£3,664,587
Norway—			
Imports..	£2,936,559	£3,917,854	£2,757,144
Exports..	1,812,370	2,211,715	2,076,862
Re-exports..	688,027	434,602	575,439
Total..	£5,436,956	£6,564,171	£5,409,445
Netherlands—			
Imports..	£ 6,431,412	£ 5,702,958	£ 6,262,929
Exports..	4,465,822	5,521,480	5,738,227
Re-exports..	3,529,449	2,093,873	1,721,994
Total..	£14,426,683	£13,318,311	£13,723,150
Denmark—			
Imports..	£6,468,824	£5,133,388	£2,747,003
Exports..	1,782,618	2,302,318	1,956,229
Re-exports..	1,156,795	829,136	562,229
Total..	£9,408,237	£8,264,842	£5,268,461
Switzerland—			
Imports..	£3,596,305	£4,228,970	£3,667,518
Exports..	953,426	550,398	1,258,462
Re-exports..	137,908	171,682	169,740
Total..	£4,687,639	£4,951,050	£5,095,720
Spain—			
Imports..	£4,319,311	£6,261,016	£5,588,055
Exports..	1,412,890	1,730,457	1,612,048
Re-exports..	272,817	467,240	363,276
Total..	£6,005,018	£8,458,713	£7,563,379

THE UNITED KINGDOM'S TRADE, ETC.—*Concluded.*

	1915.	1916.	1917.
Portugal—			
Imports..	£ 900,559	£1,350,161	£1,325,386
Exports..	750,925	967,750	927,965
Re-exports..	178,838	245,527	501,079
Total..	£1,830,322	£2,563,438	£2,754,430
United States—			
Imports..	£58,512,193	£75,663,149	£73,684,606
Exports..	5,743,622	8,528,603	9,657,840
Re-exports..	6,039,119	9,856,550	10,195,658
Total..	£70,294,934	£94,048,302	£93,538,104
Argentina—			
Imports..	£14,435,654	£12,486,184	£13,313,105
Exports..	2,593,810	3,215,297	3,349,546
Re-exports..	133,220	132,340	151,633
Total..	£17,162,684	£15,833,821	£16,814,284
Brazil—			
Imports..	£1,808,167	£2,254,556	£2,548,100
Exports..	1,061,928	1,283,589	1,803,532
Re-exports..	115,413	68,279	69,305
Total..	£2,985,508	£3,606,424	£4,420,937
China—			
Imports..	£1,747,151	£1,780,847	£2,498,476
Exports..	2,161,670	2,620,671	2,195,145
Re-exports..	12,843	31,785	19,787
Total..	£3,921,664	£4,433,303	£4,713,408
Japan—			
Imports..	£2,058,600	£1,882,879	£4,157,381
Exports..	986,643	1,569,018	1,474,302
Re-exports..	55,684	96,702	66,849
Total..	£3,100,927	£3,548,599	£5,698,532

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(Mr. J. E. Ray.)

BIRMINGHAM, June 8, 1917.

FRUIT PROSPECTS.

Reports emanating from the fruit-growing counties of Worcestershire, Warwickshire, and the midland counties of England generally, state that good crops of stone-fruit, apples and pears are anticipated. Weather conditions have been more favourable during the last two months than at any corresponding period during the last five years. It is rather early in the year, however, to predict the extent of the crops likely to be gathered.

Strawberries are plentiful, and prices are low, considering the state of the labour market and the abnormal cost of marketing produce at the present time.

Cherries promise well, and there are likely to be good crops of gooseberries, currants and raspberries.

Agricultural journals are optimistic, much of their optimism being based upon the unusually profuse blossoming of the apple, pear and plum trees in the spring.

English Apple Crop Short.

[A cablegram has just been received from Mr. J. Forsyth Smith, Canadian Trade Commissioner in Liverpool, England, to the effect that the prospects are that there will only be a quarter crop of English apples. He says the blossoms promised a bumper crop but extensive caterpillar ravages have caused a heavy drop in the estimates.]

DEMAND FOR SPECIAL MACHINERY.

Several inquiries have been received recently for special types of machinery designed to minimize the cost of production. Birmingham and district forms one large manufacturing centre, and manufacturers are interesting themselves in the newest machinery procurable, not so much for present requirements as for future necessities when, it is realized, there will be more intense rivalry than ever among competitors for domestic and export trade.

Canadian manufacturers with labour-saving machinery to offer, are invited to communicate with this office, submitting full particulars. The same will be placed before interested firms in this district.

MINERS' SHOVELS.

Miners' shovels are manufactured on a large scale at Sheffield and Birmingham, and it is with these two centres that Canadian manufacturers would have to compete. Quantities are imported from the United States, and in pre-war days small consignments were received from Germany; but the home-made article is preferred on account of durability. Two or three merchants interviewed state that unless durability can be guaranteed and prices are competitive (successful competition is impossible under present conditions) there is little hope of transacting business with Canada at the close of the war.

The following prices delivered at collieries and works will give some idea of the competition to be met:—

Shovels.

	Pre-war per Doz.	Current Prices.
Square No. 3..	\$ 4 60	\$ 8 50
" No. 4..	4 70	9 10
" No. 6..	7 75	10 30
" No. 8..	3 00	9 95
Round No. 3..	4 00	6 35
" No. 4..	4 25	6 56
Steel firing No. 6..	2 80	6 26
" " No. 7..	2 85	6 45
" " No. 8..	3 00	6 70

SHREDDED WHEAT.

A corn and flour merchant in Birmingham states that the present is an opportune time to increase the sales of Canadian shredded wheat in the United Kingdom. Consignments from Canada are not so large as they were before the outbreak of war. In 1913 the total imports of the United Kingdom were valued at \$155,000, of which the United States supplied \$25,000, and Canada \$130,000; in 1915 the total imports were valued at \$118,000, of which the United States supplied \$102,000, and Canada \$15,000. It will be seen that imports from Canada declined by \$115,000, and those from the United States advanced by \$77,000.

SHORTAGE OF RAILWAY WAGON TIMBER.

Some of the most important railway wagon building concerns in the United Kingdom are located in the midland counties, and all are finding it impossible to execute the numerous orders on hand. In conversation with one firm, it was ascer-

tained that there is a serious shortage of the heavy timbers used in wagon construction, and there appears to be no prospect of easing the situation. Many cargoes of timber have been sunk, and the difficulty with which shipping companies are contending, naturally react upon manufacturing industries dependent upon incoming cargoes for supplies. As far as is practicable, British timber is being utilized, but so much of it is "wet," that industries in which "dry" timber is indispensable are very much hampered.

TRAVELLING EXHIBITION OF LEATHER GOODS.

The National Leather Goods Manufacturers' Association has had under consideration a scheme for trade development in foreign and colonial markets. The idea is to form a limited company, with a normal capital of £25,000, for the purpose of organizing an exhibition of leather goods to visit the principal continental, foreign and colonial markets. It is felt that to be of the fullest service to the trade the exhibition should be started at the earliest possible date, and particularly to show in continental neutral countries before German and Austrian goods are again put on the market. The first suggested tour is London, Paris, Rome, Madrid, Cape Town, Calcutta, Sydney, Buenos Aires, Rio Janeiro and Toronto. In addition to the sale of goods, the company is to undertake the following duties for the benefit of exhibitors:—

(1) Collect and collate information with regard to markets visited that would be of use to shareholders.

(2) Compile classified list of buyers for various countries.

(3) Purchase samples and establish at London office a collection of samples of competitive lines and models in demand in different markets.

(4) Appoint in each country visited an official representative, with the power of attorney to sue for and recover overdue accounts.

(5) Obtain status reports upon all buyers or inquiries at exhibition.

(6) Report to exhibitors the criticisms of buyers of each city visited.

The association has already adopted a resolution according the support and use of the title of the association to any company formed, provided no fewer than forty members of the association join the movement, and that the articles of the company are approved by the national executive of the association.

ENORMOUS ADVANCE IN PRICES OF PULP AND PAPER.

Few commodities of commerce are recording such remarkable advances in price as pulp of wood and paper.

The following statistics, covering the first five months of the present year and the corresponding period of 1915, illustrate the advance in prices:—

	1915. Quantity.	Five months. Value.
Total imports of chemical wood-pulp.	89,322 ton.	\$4,000,000
	1917. Quantity.	Five months. Value.
Total imports of chemical wood-pulp.	63,690 ton.	\$12,115,000
	1915. Quantity.	Five months. Value.
Total imports of paper (including boxes and cartons of paper and cardboard).	4,234,945 cwt.	\$11,500,000
	1917. Quantity.	Five months. Value.
Total imports of paper (including boxes and cartons of paper and cardboard).	1,264,638 cwt.	\$7,900,000

Waste paper is being extensively advertised for by manufacturers, and efforts are made by the municipalities to collect paper from refuse, but paper-users are still unable to obtain adequate supplies. The leading pulp and paper trade journals do not see any prospects of a fall in prices.

ARGENTINA.

REPORT OF ACTING TRADE COMMISSIONER.

(Mr. B. S. Webb.)

BUENOS AIRES, April 15, 1917.

The scarcity and high cost of many commodities formerly imported exclusively from abroad, have resulted in efforts being made to manufacture them locally. Textiles are being manufactured on a very large scale for war requirements and alum and other chemical products are being made here more or less successfully.

CEMENT.

A company has recently been formed for the purpose of manufacturing cement, a commodity very much in demand in Argentina where stone is both scarce and expensive. No less a quantity than 400,000 tons of cement have been imported from abroad annually to meet the requirements of the building and contracting trades. Good quality bricks are not used in building and a brick-face structure is rarely if ever seen. The average type of structure is built up of locally-made bricks and faced with "revoque," a rough-cast composed of white sand and cement, and which resembles a smooth-faced stone when laid on. Cement is also largely used in the construction of large office buildings, warehouses, railway buildings, docks and public works in general. Nearly one-half of this trade was formerly in the hands of Belgian manufacturers, the balance being nearly equally divided between British, French and German manufacturers.

The Argentine Portland Cement Company has supplied the *Review of the River Plate* with a statement regarding its objects and aims, of which the following is a transcription:—

"The Compania Argentina de Cemento Portland is building at Sierras Bayas (a station on the Southern Railway about half way between Bahia Blanca and Buenos Aires) a large plant for the manufacture of Portland cement. This plant will have a capacity of about three thousand barrels per day, will be fully equipped with the most modern machinery, and will manufacture the highest grade of Portland cement, equal to that manufactured in any part of the world. The buildings of the plant will cover about 5 hectares (11 acres) and will be entirely composed of steel and concrete. To give some idea of the difficulties of installing a plant of this kind we might state that some of the machinery required is so large, that the Southern Railway is building special cars to handle same. The raw material required for the manufacture of cement is located in large quantities on the company's property. Portland cement is made from a mixture of limestone and clay, which will be loaded into cars at the company's quarries by steam shovels, taken to the plant, and crushed in mammoth crushers. After being crushed and dried in rotary dryers, this material will be ground to a flour in tube mills. These mills consist of cylinders 7 feet in diameter by 26 feet long, charged with steel pebbles. One of these mills weighs about 120 tons, and requires 500 horse-power to operate same. After the raw material is ground together, it is fed in rotary kilns, 10 feet in diameter by 175 feet long. These kilns revolve slowly and are fired with a jet of powdered coal at the end. The raw material is fed at the coal end, works slowly down towards the fire, and is fused at a temperature of about 2,800 degrees Fahrenheit. The resultant product is called cement clinker, is discharged from the kilns into rotary coolers, and again ground in tube mills similar to those for the raw material, making finished cement. The cement is then stored in enormous

silos. These silos will hold about 100,000 barrels of finished cement. The company is installing a complete cooper shop which manufactures by machinery the barrels required for the shipment of the cement, although the company believes that ere long its customers will appreciate the economy and convenience arising through having their cement shipped to them in bags. The company has built a large number of houses for its employees (about 500 men) now working on the construction of this plant. Some of the factory buildings are completed, and work on the foundation for the power house, kilns, and other buildings is progressing rapidly and they expect to have the plant finished and be manufacturing cement about January 1. This company is the first to attempt the manufacture of a high grade Portland cement in the Argentine, and is financed by American capitalists who believe that Portland cement is one of the articles which the Republic can manufacture for its own use to better advantage than it can purchase same from foreign countries. A school and hospital the erection of which is at present under contemplation, will provide for the mental and physical welfare of the workmen and their families, and the company has also under consideration the provision of amusements of various sorts for non-working hours."

AUTOMOBILES.

The Customs Statistics for the year 1916 have just been published and from them some interesting data concerning altered trade conditions are obtainable. One interesting fact disclosed is in connection with the automobile trade, imports for 1916 being the largest on record and three times greater in volume and value than those of the preceding year.

Imports of cars for 1916 are more than double those of 1911 (5,929 and 2,461 cars respectively) but the customs valuation of the smaller number imported in 1911 exceeds that of the 5,929 cars imported last year, and this fact is significant. The number and customs valuation of automobiles imported during recent years are given below:—

	Cars.	Customs Valuation. Average per Car.	
		\$ Gold.	\$ Gold.
1911..	2,461	2,431,698	986
1912..	4,281	5,346,149	1,250
1913..	5,115	5,382,604	1,050
1914..	2,185	1,145,767	525
1915..	1,847	632,080	342
1916..	5,929	2,275,219	383

It will be seen that the type of car imported prior to 1914 was valued for customs purposes at more than \$1,000 gold, whereas the cars imported from that year onward have been valued at considerably less than half this sum. Prior to the year 1913 only high-class European cars were to be seen in Buenos Aires, and the possession of an automobile was considered to be a luxury reserved for the very rich. The cars most seen on the streets then were the Panhard-Levassor, Mercedes, Renault Fiat, Puegot, Daimler, Wolseley, Napier and similar makes of high-grade cars, costing in Buenos Aires \$5,000 gold, more or less.

During the past three years, however, several of the large North American manufacturers of cheap cars have established branches or appointed agents with stocks here and gone into the business seriously, and the local branch of the largest automobile concern in the world claims that its sales this year will average not less than 300 cars per month.

There are practically no country roads in Argentina, and the camp tracks are usually either very dusty or very muddy. Heavy cars were not suitable for camp use and have been almost completely replaced by the cheap and light American runabout. More cars are being sold for use in the camp and suburban towns than for use in the cities.

The automobile trade in Argentina has therefore been radically changed during the past three years. Previously, sales were practically limited to makers of the

highest grades of European cars, most of whom had, and still retain, a selling organization. To-day four-fifths of the cars sold are of the cheap runabout or farm types so well known in North America. A manufacturer of high-grade cars wishing to enter this market will have to compete in point of quality with the highest grade French cars made, and the demand for his type of car will be small; a manufacturer of any other grade of car will have to compete in point of price with the cheapest cars made by the largest automobile corporation in the United States.

AUSTRALIA.

REPORT OF THE COMMERCIAL AGENT FOR NEW SOUTH WALES.

(*Mr. B. Millin.*)

SYDNEY, N.S.W., May 10, 1917.

TRADE OF NEW SOUTH WALES.

Stocks of many classes of goods have reached such a low level that purchases on a large scale of imported articles are almost impossible. In the dry-goods trade the prospective curtailment of imports has given a stimulus to business, notwithstanding the high level of prices now ruling. Retailers are purchasing freely, owing to the conviction that many fabrics will not be obtainable once the existing supplies are exhausted, and the wholesale houses are now selling at good prices old stock the cost of which has been written off long ago.

Importers remain much in the dark as to the actual effect of the entry of the United States into the war arena, but merchants generally seem satisfied that quotations must go higher, and that the freight question will become more acute.

The iron and steel position is becoming more acute. Steel plates and sheets have a decidedly upward tendency. Galvanized iron is almost unprocureable and the wholesale quotation is about £50 per ton of 2,240 pounds, duty paid, free on board steamer or train.

Pastoral prospects are generally very satisfactory. Abundant feed is available and an increase in the yield of wool is forecasted by many in the trade.

NEW STEEL INDUSTRY IN NEW SOUTH WALES.

Mr. A. Goninan, of the Newcastle, N.S.W. (60 miles north of Sydney) engineering firm of A. Goninan & Co., Ltd., will leave Sydney shortly for America in connection with a new industry which is to be established in the Newcastle district.

All the preliminary arrangements have been completed, and on Mr. Goninan's return from North America a commencement will be made with the establishment of the works. It is intended to manufacture steel wheels, axle castings and other material. Some months must elapse before the machinery necessary is procured, but it will eventually, it is expected, give employment to several hundreds of men.

The site of the works is adjacent to the Broken Hill Proprietary's steel works at Newcastle, from where the steel will be obtained.

In accordance with the regulations under the War Precautions Act, it is necessary to obtain official consent to the establishment of new corporations. Permission has been given to the company formed in connection with the works above referred to to issue stock to the value of £250,000.

PUBLIC DEBT OF NEW SOUTH WALES.

The statement below is condensed from an official return. In the decade 1905-15 the increase in the debt was £45,413,000 (averaging rather over £4,540,000 per annum) while the interest charge increased £1,661,700. But in the year 1915-16 the increase shown was only £2,778,600.

New South Wales' Debt.

Year.	Population.	Public Debt.	Debt per Head.			Interest per Head.		
			£	s.	d.	£	s.	d.
1855	200,000	£ 1,000,080	3	12	1	0	3	8
1865	409,147	5,749,630	14	1	0	0	14	3
1875	594,297	11,470,637	19	6	0	1	1	5
1885	949,570	35,564,259	37	9	1	1	10	8
1895	1,250,000	58,220,933	46	11	0	1	15	3
1905	1,455,000	82,321,998	56	12	2	2	0	5
1915	1,868,750	127,735,405	68	7	1	2	9	8
1916	1,856,093	130,514,018	70	6	4	2	12	3

New South Wales has stock to the value of £12,826,000 bearing interest at the rate of $3\frac{1}{2}$ per cent per annum, repayable in London on September 1, 1918.

COST OF LIVING, NEW SOUTH WALES.

According to the State Statistician, prices in this state have advanced since the beginning of this year, meat being 70·8 per cent above July, 1914, and other foods and groceries 21·6 per cent above, as shown in the following statement:—

Month.	Meat.	Other Food and Groceries.	Together.
July, 1914.. . . .	100	100	100
March, 1915.. . . .	107·3	105·2	105·7
“ 1916.. . . .	167·2	118·8	131·3
November, 1916.. . . .	161·4	121·2	131·0
December, 1916.. . . .	163·1	119·9	131·0
January, 1917.. . . .	165·7	119·4	131·3
February, 1917.. . . .	170·4	121·4	133·8
March, 1917.. . . .	170·8	121·6	134·3

WINTER BUTTER SUPPLY, NEW SOUTH WALES.

The cool weather has increased the local demand for butter and for the same reason the New South Wales' output is fast decreasing. The butter advisory committee has therefore raised the pool percentage—reserved for local use—from 65 to 75.

It has also been decided to allocate 10 per cent of every New South Wales' butter factory's production in pursuance of the winter storage scheme. This makes a total of 85 per cent, leaving only 15 per cent for overseas export.

An important effect of this arrangement is that the Sydney, suburban, and country shops will have an ample supply of butter for late autumn and the winter. At this time last year no arrangement had been made for the regulation of supplies and the consequence was that, at times, during the winter, there was practically a butter famine.

MANUFACTURES OF WOOLLENS IN NEW SOUTH WALES.

The woollen mills in this state are prospering. During the greater part of the year the mills have been working at full pressure to meet military requirements. Up to the beginning of January the whole of their output was required, and gradually current demands were met and fair stocks accumulated for the future. The excellence of the materials turned out has been a big advertisement for domestic manufacturers, and the expeditionary forces have gone to the front well equipped in hard wearing goods made from pure Australian wool. The Prime Minister recently expressed the satisfaction of the authorities in the quality of the goods supplied.

The mills have now been freed to cater for ordinary trade, which had perforce to be allowed to lapse during the two years of war equipment activity. Manufacturers are, however, faced with difficulty in the future in regard to dyes, and this will necessarily limit the variety of colouring in tweeds, and may render it almost impossible to provide the variety of colouring dictated by fashion.

The manufacture of woollen underclothing has been quite recently established, due mainly to the difficulty of obtaining supplies from abroad. The finish of the goods is excellent but generally the prices are higher than the imported articles.

A new feature in the woollen industry is the teaching of returned maimed soldiers to operate hand looms for the production of useful tweeds. The results, so far obtained, are stated to be most encouraging.

NEW SOUTH WALES' PUBLIC WORKS.

The railway commissioners, having been advised by the Government that it is necessary to curtail the expenditure on the construction of new railway lines in keeping with the amount of money at their disposal, have informed the construction branch that various extensions now being proceeded with must be closed down at once. Some lines which are now nearing the completion stage are to be finished, but on the principal track now under construction—the North Coast line—work is to be entirely suspended.

It is estimated that about 4,000 men, drawing approximately about £13,000 in wages per week will be affected.

MOTOR CAR TRADE, NEW SOUTH WALES.

It is necessary for motor-car owners in New South Wales to register their cars at the police department. The annual report of the department just issued stated that 4,100 motor cars, 400 motor lorries, and 2,576 motor cycles—all new—were registered in the state during the year 1916. There were in all 14,175 cars, 845 lorries or commercial wagons, and 7,070 cycles registered at the end of the year.

Averaging the cost of the 4,100 new cars for the year at £300 each, the twelve months' expenditure in New South Wales amounted to the sum of £1,230,000.

It is satisfactory to observe that a well known *Made in Canada* car participated in this trade to the extent of one-fourth of the total number registered.

NEW SOUTH WALES STATE SHIPBUILDING.

At the Government dockyard, Newcastle, 60 miles north of Sydney, a 1,500 ton hopper barge, a new trawler and a tugboat were launched, all in one day.

The dockyards are equipped with the most modern machinery and have now been in operation for three years. Through the non-receipt of machinery under order operations have been considerably delayed, and owing to the high price and shortage of material the work in hand is likely to prove expensive.

At the launching of the vessels above referred to, the minister stated frankly to the employees present, that if the many strikes and petty labour troubles did not cease, it would be impossible to carry on.

The work authorized to be executed at the dockyard for the State Government is as follows:—

Two 1,500-ton barges to cost £64,000; one 1,000-ton dredge, £34,500; one rock drill, £40,000; two tugs, £2,500; two grab dredges, £14,500; total, £180,000. Other projected vessels to be constructed, most of which are for dredging purposes, are estimated to cost £462,000.

Any Canadian industries which are now in a position to supply materials used in the construction of steel vessels are assured of an active demand for their products in the various shipbuilding yards in Sydney and Newcastle. Quotations to be attractive should be upon the basis of c.i.f. Sydney, and if sent to this office, will be promptly forwarded to the purchasers of these goods and products.

NEW SOUTH WALES' WHEAT PROSPECTS.

At present there are fully two and a half million bags of wheat stored at Sydney. For some months shipments have been very heavy but within the last two months shipments have been gradually decreasing owing to the dearth of freightage. Great damage has been done to the wheat owing to the ravages of rats and mice and the very wet weather that has prevailed for some time past.

The 1915-16 wheat pool will not be finally dealt with until the 1st December next when the balance due will be paid. It is anticipated that the total advance made to farmers will amount to £7,500,000 in New South Wales alone. In the meantime certificates are issued and the farmer who wants to realize can negotiate same.

The outlook for the coming season is not too bright. It is difficult to gauge the acreage that is likely to be put under wheat and it is expected that a considerable decrease will take place owing to the unfavourable weather for ploughing and the scarcity of farm labourers. Early crops are now being put in but sowing is likely to take place up to July, and many farmers who were prevented by bad weather conditions are sowing late crops. Still, notwithstanding the appeal of the Government that every acre should be sown, there are indications that there will be a considerable falling off in the area under wheat.

In many cases farmers have been dealing in stock—cattle and sheep—and this business returns greater profits than wheat sowing, hence they are using land for grazing purposes.

ASH TIMBER LIMITS WANTED.

In the *Weekly Bulletin* of June 4 it was announced that an important British company were considering the possibility of erecting a factory in Canada for the manufacturing of ash boat oars and hickory dimension stock. After careful inquiry it appears that it is not at all probable that sufficient supplies of hickory can be obtained in Canada, and the British company now state that they would be disposed to put up a large factory for the manufacture of ash boat oars if sufficient supplies of ash are available even if hickory cannot be obtained.

AUSTRALIAN TRADE IN CHURNS AND SEPARATORS.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, May 9, 1917.

SPECIAL TRADE INQUIRIES FROM CANADA.

Correspondence addressed to the Department of Trade and Commerce, Ottawa, and also to this office, has inspired this report, which is submitted for the information of interested Canadian manufacturers.

The requests for particulars relative to the Australian trade in churns and separators have caused close investigation to be made in various trading channels, and from the data presented in subsequent paragraphs Canadian manufacturers should be able to make their deductions.

INFORMATION AND CATALOGUES.

If any Canadian manufacturers are interested in the necessarily brief review on the condition of the Australian market for churns and separators, they are invited to make application to the office of the Canadian Trade Commissioner in Melbourne for more detailed information likely to facilitate their export trade.

Full and accurate information, detailed and up-to-date, will be cheerfully furnished as to Australian market requirements and the competition to be contended against.

Canadian manufacturers of goods and products, especially of the type regularly imported into Australia, are invited to send a few copies of their latest catalogues and discount sheets, on the basis of free on board steamer at ocean port of shipment (no other basis will be considered by buyers) in order to bring them under the notice of the principal Australian importers.

CHURNS.

Dairy Production Methods in Australia.

The last annual returns (for 1914) relative to the dairying industry in Australia are epitomized as follows:—

Dairy cows..	number.	2,019,301
Production of milk..	gallons.	571,150,263
Average yield per cow..	"	283
Production of butter..	pounds.	193,970,412
Production of cheese..	"	21,240,411
Production of condensed milk..	"	32,052,694

Cream separation and butter-making are often carried on together under the co-operative system. The creation of large central butter factories, supplied by numerous separating plants or creameries, has resulted in a considerable reduction in the cost of manufacture, since improved appliances—such as refrigerators—may be profitably worked at the larger establishments. The product of such plants, obviously, is of more uniform quality.

The number of individual farmers or dairymen who adhere to hand or power processes of churning is rapidly diminishing. On expert authority, it is stated that while formerly the average quantity of milk used per pound of hand-made butter was about three gallons, the production of separator butter requires less than two and one-half gallons.

Barrel Churns not Saleable in Australia.

Years ago, before the advent of co-operative butter factories, barrel churns were imported and sold in Australia. In numbers of instances it is stated that their quality was unsatisfactory, the wood splitting through heat (possibly through neglect) and other causes, and were difficult to keep clean and sanitary.

Inspection of the stocks held by several dairy supply houses in Melbourne failed to reveal any barrel churns. In the opinion of dealers in dairy supplies they are now unsaleable owing to the altered conditions in the production of butter throughout the Commonwealth.

Popular Brand of Australian Churns.

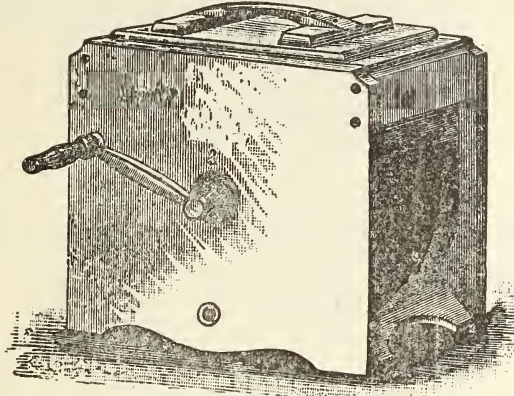
While several makes of wood churns are on the market, one line stands out in popular favour throughout the entire Commonwealth. These churns are made near Melbourne by a firm, established in 1859, which has devoted its entire industry to the manufacture of butter factory equipment and dairy appliances.

Their range of construction comprises several designs capable of producing from one-quarter pound to 1,000 pounds of butter. The question of price is not a formidable obstacle to their sale by reason of extensive advertising and the undoubted quality of the churns.

The wood used in making this line of churns is New Zealand kauri, a remarkably clear pine, entirely free from knots and blemish, easily worked, and requiring no other external finish than transparent varnish.

Appended are illustrations of several varieties of these churns which, considering the magnitude of butter production in Australia, may be of interest to Canadian manufacturers for the domestic—if not for the export—trade.

The Australian Dash Churn.



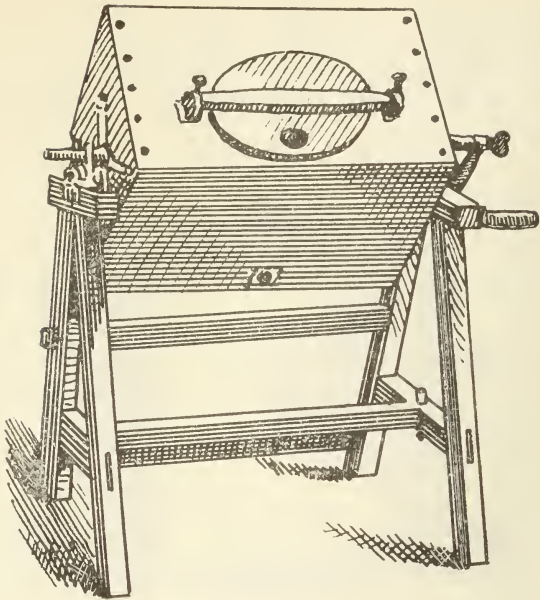
These churns are most extensively used throughout Australia where only a limited quantity of cream is available. It is especially adapted for private household use and—like others of this class—is also used for “creaming” butter in hotels, restaurants, etc. It is made of kauri pine and, at buyer’s option, is fitted with either spoke or square dashes.

The retail prices to individual purchasers are:—

No. A,	making	from $\frac{1}{4}$	to	3 pounds	of butter..	..	..	..	..	..	..	\$ 8 52
“ 00,	“	“ 1	6	“	“	..	..	..	..	..	..	9 73
“ 0,	“	“ 1	8	“	“	..	..	..	..	..	..	10 34
“ 1,	“	“ 1	11	“	“	..	..	..	..	..	..	10 95
“ 2,	“	“ 2	14	“	“	..	..	..	..	..	..	11 55
“ 3,	“	“ 3	18	“	“	..	..	..	..	..	..	12 16
“ 4,	“	“ 4	23	“	“	..	..	..	..	..	..	13 38
“ 5,	“	“ 5	28	“	“	..	..	..	..	..	..	14 60
“ 6,	“	“ 6	33	“	“	..	..	..	..	..	..	15 82
“ 8,	“	“ 8	50	“	“	..	..	..	..	..	..	20 69

To wholesale dealers the discount from the above prices varies—according to the number ordered—from 20 to 25 per cent delivered to purchasers in Melbourne and Sydney, etc.

The Australian Concussion Churn.

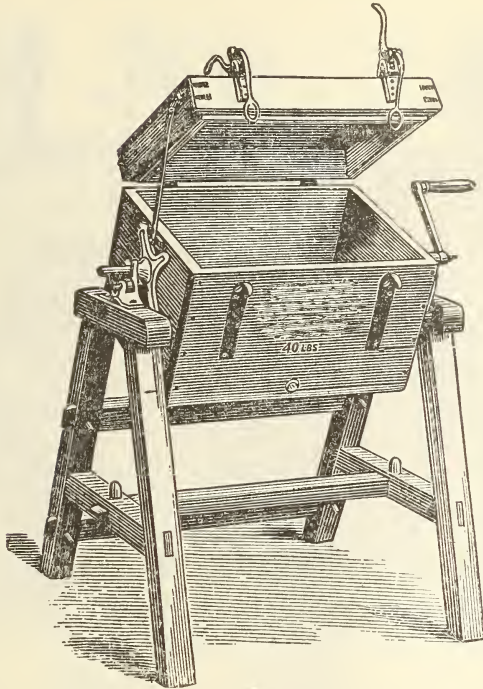


This churn is adapted for private dairies. It is simple in construction, as there are no fixings or dashers to get out of order. The cleaning is easily and quickly accomplished. The butter produced is in fine granular form and can be readily washed in the churn. It is claimed that the concussion churn is a wonderful improvement over the older patterns.

The retail prices in chief Australian towns are:—

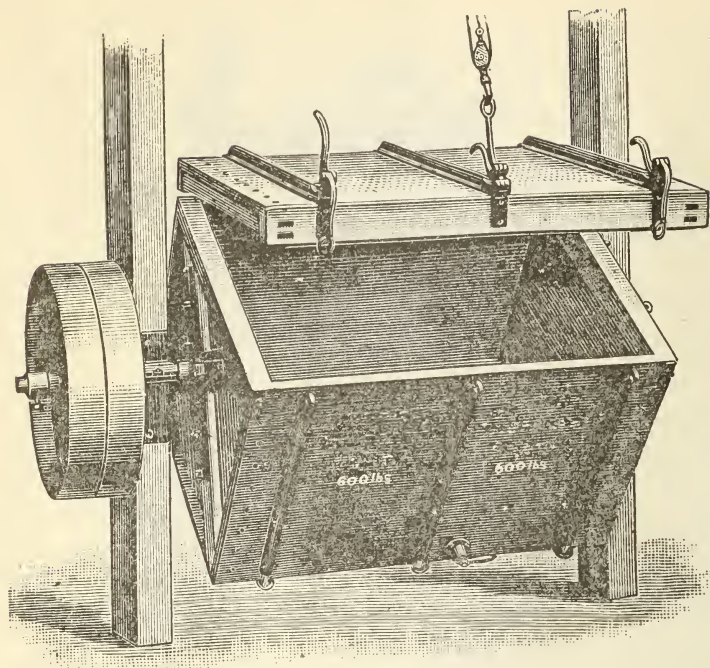
No. 1, making	20 pounds butter, holds	15 gallons cream..	..	..	..	\$19 47
" 2, "	40 "	" 22 "	"	"	..	21 90
" 3, "	60 "	" 31 "	"	"	..	26 76
" 4, "	80 "	" 43 "	"	"	..	31 63
" 5, "	100 "	" 57 "	"	"	..	43 80
" 6, "	150 "	" 89 "	"	"	..	48 67

Wholesale discount from above prices, 20 to 25 per cent.

The Gisborne Hand Churn.

This is another type of churn which, dealers state, enjoys a fair sale. Number 4 is the largest size that can be comfortably driven by hand, hence pulleys for power are supplied at extra cost. The ordinary prices are as follows:—

No. 1, making	20 pounds butter, holds 15 gallons cream..	\$31 63
" 2, "	40 " " 22 " " " " " " " "	34 07
" 3, "	60 " " 31 " " " " " " " "	38 93
" 4, "	80 " " 43 " " " " " " " "	43 80
" 5, "	100 " " 57 " " " " " " " "	55 96
" 6, "	150 " " 89 " " " " " " " "	63 27

The Gisborne Power Churn.

This illustration represents the Gisborne churn fitted for power as supplied to many butter factories throughout Australia.

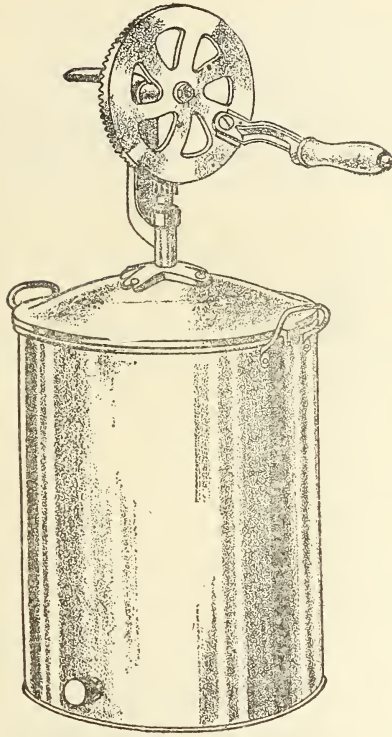
The catalogue prices are as follows:—

Producing 200 pounds butter, holds 123 gallons cream.	\$ 97 33
“ 300 “ “ 156 “	121 67
“ 400 “ “ 177 “	146 00
“ 600 “ “ 238 “	170 33
“ 800 “ “ 324 “	194 67
“ 1,000 “ “ 410 “	219 00

Discounts on Gisborne churns from 20 to 25 per cent.

Metal Butter-Makers.

A line of United States' metal butter-makers is being introduced into Australia. The milk container and agitator are of heavy tin, while the cover, gearing and other parts are made of iron with white metal finish. It has ballbearings throughout, noiseless and so easy to work that it is claimed butter can be produced within five minutes. The only wood about the machine is the handle and, therefore, it is easily cleaned and kept sanitary. The capacity of this butter-maker is three gallons and the retail price in Australia is \$13.38.



Glass Butter Churns.

The sale for small glass churns is not particularly active, yet they are regularly imported, which indicates a steady demand. Prior to the war glass churns were chiefly imported from Germany and Scandinavia, but latterly supplies have been coming forward from the United States. A recent invoice, f.o.b. steamer New York, gives the appended net prices:—

1	pound glass churns.	per dozen,	\$6 50
2	“ “	“	8 50
3	“ “	“	10 50
4	“ “	“	11 50
1	pound glass jars (replacements)	“	1 50
2	“ “ “ “	“	2 50
3	“ “ “ “	“	3 50
4	“ “ “ “	“	4 50

Customs Duties on Churns and Value Importations.

The net Commonwealth customs duty, on the free on board steamer cost on churns of all kinds is 27½ per cent if made in the United Kingdom only, and 33 per cent if made in all other countries (including Canada).

There is no distinct classification in the trade returns showing the value of churns imported into Australia as cheese presses, dairy coolers, refrigerators (other than household), supply cans, incubators and foster mothers are included in the same schedule. In the aggregate, the values of all these items are shown as follows:—

Chief exporting countries—	
United States.. . . .	£ 8,307
Denmark.. . . .	3,004
United Kingdom.. . . .	2,809
Germany.. . . .	2,245
Sweden.. . . .	1,636
Total imports, 1912.. . . .	£18,557
United States.. . . .	£10,636
Denmark.. . . .	5,036
Sweden.. . . .	3,495
United Kingdom.. . . .	2,274
Germany.. . . .	1,889
Total imports, 1913.. . . .	£23,540
United States.. . . .	£ 9,020
Denmark.. . . .	5,262
Sweden.. . . .	4,019
United Kingdom.. . . .	2,952
Total imports, 1914-15.. . . .	£22,038

CREAM SEPARATORS.

While Canadian cream separators are being successfully introduced into New Zealand, the efforts of the same representatives of the manufacturers in Australia have not yet resulted in trading connections being made.

One Canadian company, doing a very extensive business in the Commonwealth, has found it impracticable to market their line of separators owing to the most efficient organization of competing dealers in dairy equipment in placing machines for which they have held the exclusive agency for a long term of years.

Separators are generally sold on long terms of credit, or deferred payment, and are installed by the local dealers in the country districts by experts in their service and duplicate parts are stocked for replacements.

It is, admittedly, a difficult matter to make successful arrangements for the disposal of this line in the face of present trading agreements in this old-established trade.

Taking the normal trading year of 1913 as a basis, the total importations of separators into Australia amounted to £104,878, of which the chief contributing countries were Sweden £80,556, United Kingdom £9,645, Belgium £4,706, Germany £4,739, United States £2,737, and Denmark £1,418.

The present customs duties are free to the United Kingdom and 11 per cent net if imported from other countries.

MANCHESTER IMPORTERS.

Under date of May 18, 1917, Mr. F. A. C. Bickerdike, Canadian Trade Commissioner, Manchester, has forwarded a classified list of Manchester importers of the following commodities. Canadian firms interested may obtain the addresses on application to the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa:—

Butter.	Leather.
Cheese.	Green fruit.
Eggs.	Hay.
Bacon and hams.	Paper and pulp-board.
Lard.	Furniture.
Canned meats, fruits, etc.	Poultry.
Canned goods.	Picture and other mouldings.
Grain.	Rags.
Flour.	Cotton waste.
Timber.	Rubber shoes.
Box boards.	Pig-iron.
Wood doors.	Iron or steel.
Match splints.	Asbestos.
Wood-pulp.	Chemicals.
Breakfast cereals.	Mica.
Hides.	Lacrosses.
Sugar glucose.	

PRELIMINARY STATEMENT OF THE TRADE OF CANADA FOR MAY.

Prepared by Trade Statistics Branch, Department of Trade and Commerce, Ottawa.

One Month, Two Months and Twelve Months ending May, 1915, 1916, and 1917.

	Month of May.			Two Months ending May.			Twelve Months ending May.		
	1915.	1916.	1917.	1915.	1916.	1917.	1915.	1916.	1917.
IMPORTS FOR CONSUMPTION.									
Dutiable goods.....	19,851,612	39,840,167	56,479,482	36,466,993	68,769,251	101,266,120	263,892,168	321,635,047	494,205,075
Free goods.....	14,539,196	29,857,645	51,416,397	26,315,515	51,976,391	93,138,068	172,246,999	243,211,508	425,684,374
Total imports (mdse.).....	34,390,808	69,697,812	107,895,879	62,782,448	119,845,642	194,404,188	436,139,167	564,846,555	919,889,449
*Coin and bullion.....	656,127	632,369	1,123,489	1,228,252	1,097,158	1,625,851	132,349,976	34,129,108	28,609,813
Total imports.....	35,046,944	70,330,181	108,719,868	64,010,700	120,942,800	196,030,039	568,489,143	598,975,663	948,499,262
Duty collected.....	7,255,412	13,089,872	17,082,823	13,242,074	22,887,137	30,958,308	78,347,546	113,570,816	155,694,401
EXPORTS.									
Canadian Produce—									
The mine.....	5,057,175	6,299,546	6,323,572	7,832,177	9,990,290	10,213,082	52,604,187	68,727,974	85,839,699
The fisheries.....	872,314	1,478,734	1,105,506	1,582,761	2,308,249	1,753,842	19,953,656	23,103,465	24,334,846
The forest.....	3,487,103	4,174,038	5,007,147	5,416,543	6,461,977	7,468,459	42,896,032	52,816,334	56,913,691
Animal produce.....	3,487,281	6,287,020	11,376,808	6,799,729	11,399,725	16,891,495	76,083,299	107,482,272	133,287,242
Agricultural products.....	12,746,727	47,433,750	71,793,023	19,365,170	68,739,727	83,236,184	135,374,932	299,035,751	387,910,158
Manufactures.....	16,121,149	27,734,477	52,949,625	29,342,807	49,307,555	93,809,271	104,589,832	261,999,746	521,901,392
Miscellaneous.....	308,787	1,244,973	501,555	413,188	1,537,650	830,348	980,567	7,917,394	5,646,252
Total Canadian produce.....	42,080,486	94,653,138	149,057,236	70,772,375	149,745,173	214,202,685	432,432,505	820,583,436	1,215,833,280
Foreign produce.....	1,440,431	11,833,364	3,233,110	4,025,119	12,642,425	5,028,924	52,501,074	43,306,738	30,879,984
Total exports (mdse.).....	43,520,920	106,486,502	152,290,346	74,797,494	162,387,598	219,231,609	484,933,579	866,890,174	1,246,713,264
*Coin and bullion.....	1,455,457	156,783	479,477	6,436,158	228,402	548,078	34,126,626	97,364,676	186,208,571
Total exports.....	44,976,377	106,643,285	152,769,823	81,233,652	162,616,000	219,779,687	519,060,205	964,254,850	1,432,921,835
AGGREGATE TRADE.									
Merchandise.....	77,911,728	176,184,314	259,886,725	137,579,942	282,233,240	413,635,797	921,072,746	1,431,736,729	2,166,602,713
Coin and bullion.....	2,111,393	789,152	1,602,966	7,664,410	1,925,560	2,173,929	166,476,602	131,493,784	214,818,384
Total trade.....	80,023,321	176,973,466	261,489,691	145,244,352	283,558,800	415,809,726	1,087,549,348	1,563,230,513	2,381,421,097

*NOTE.—It will be noted that the figures relating to the imports and exports of coin and bullion for the twelve months ending May, were: imports, 1915 \$132,349,976; 1916, \$34,129,108; 1917, \$28,609,813; and exports, 1915, \$34,126,626; 1916, \$97,364,676; 1917, \$186,208,571. Although it has been customary to include the figures in trade returns, the total trade figures are seriously disturbed by them in this instance and they should not be taken as an indication of the trade of Canada.

PACKING FOR THE TROPICS.

PRESERVING PERISHABLE GOODS.

(*London Times Trade Supplement.*)

Few persons who have not lived in tropical countries can realize the destructive influence of the climate upon all kinds of manufactured goods, and dealers alone can say what is the annual loss due to heat, damp, vermin, and strong sunlight, in addition to the other constant risks of fire, shipwreck, or robbery. The special and, at times, extraordinary precautions used in packing perishable goods for export bear witness to the risks incurred, and when the packer has done his best the protection obtained is only for a limited time.

Drugs, foods, and chemicals are especially liable to deterioration, and the object of this article is to set forth the adverse conditions affecting merchandise with a view to overcoming them.

Difficulties to be Overcome.

The influence of heat and moisture in the Tropics calls attention to the great difference that exists between the state of the atmosphere in England and in India. The mean annual temperature in London is 49·2 degrees Fahrenheit, while in Bombay it is 79·13 degrees. The temperature range is shown by the following figures:—

	Maximum.	Minimum.	Range.
London... ..degree.	87·7	18·4	69·3
Bombay... .."	100·2	53·3	46·9

But this is not all. The amount of moisture in the air differs enormously in the two places. In London the average amount of water vapour in the air is 0·51 pounds per 1,000 cubic feet, while in Bombay it is 1·351 pounds per 1,000, or 2·6 times as much. During the monsoon the temperature may be about 82 degrees for days together, with a humidity of over 82 per cent, equal to 1·41 pounds of vapour per 1,000 cubic feet. Heat and moisture thus combined not only penetrate all absorbent materials, but promote decay to an extent quite unknown in colder countries, while at the same time assisting vegetable growth to an extraordinary degree.

Leather work and textiles containing starch or size are especially liable to attacks of fungoid growths that rapidly destroy their strength.

In places where the heavy rainfall is distributed throughout the year these destructive influences are most severe, but in India, with its seasonable heavy rains and long dry periods intervening, when the temperature may rise to 122 degrees, while the humidity falls as low as 6 per cent, porous and absorbent materials become exceedingly dry, wood shrinks and cracks, and wooden structures become loose. This may be observed in all framed work, and in the wooden wheels of vehicles and in all but the best furniture. At the end of the dry season these materials receive water vapour with open pores, and panels begin to move in their frames with loud, sudden cracks. An interesting example of this movement was observed in a Cawnpore club after the beginning of the monsoon. A framed notice board 12 inches high and about 4 feet wide had been put up in the hot weather. The back was of cheap Norwegian match-board three-eighths of an inch thick and covered with green cloth. Within a week of the bursts of the rains the end of the frame had been pushed out three-quarters of an inch, representing the movement of the wood across the grain under the influence of the rain.

Effect of dry Air.

Hot, dry air, as found in rainless and intensely dry countries like the Upper Nile Valley and the Sudan, has a preservative influence on organic matter, as may be observed in the domestic appliances of wood, cloth, and leather thousands of years old, taken from tombs and now exposed in various museums. The hotter air becomes the more moisture it will carry in suspension; in other words, its drying power increases, but if cooled sufficiently any atmospheric air will begin to deposit dew, which will have the opposite effect.

A further influence has to be taken into account. The fluctuation of barometric pressure, which for the present purpose may be best expressed in inches of water, instead of mercury. In Bombay the range of atmospheric pressure is 7.93 inches, in Calcutta 12.04, and in Nagpur 11.63. This phenomenon in Bombay would cause a change of volume in the air and in the gases and soil, sewers, and sewage of over 2 per cent. There are two barometric waves every 24 hours, lowest at 4 in the morning and afternoon and highest at 10 in the morning and night; this may be described as a process of breathing causing exchanges of atmosphere in all buildings, chambers, and cases not hermetically closed.

The sensitiveness of air to changes of temperature was illustrated by the writer in a lecture before the Sanitary Association of Bombay with the aid of a closed tin vessel of $\frac{3}{4}$ cubic foot capacity, and an anemometer reading in two-thousandths of an inch of water. The warmth of the hand held half an inch away from the side of this vessel produced an immediate response in the anemometer. Thus the diurnal change in temperature of the air adds influence to its movement in and out of imperfectly closed vessels. The moisture suspended in the air, being distilled water, attacks metals with avidity, especially in the rainy season; brass, copper, and iron are tarnished in a day, and near the coast the effect is increased by the salt in suspension.

It will be seen from the foregoing that great care has to be taken with the packing of merchandise that is destined for tropical countries. Books if bound with ordinary paste are quickly attacked by mildew and vermin, beetles will eat off the surface finish from stamped cloth covers. Protection from the beetles may be had by a very thin coat of dilute varnish, which the beetles dislike. Books on shelves, unless packed tight, are hanging in their covers, and are liable to drop out in a few years, owing to the decay of the paste. All large or heavy books should have the lower edge of the covers cut level with the leaves, thus relieving the strain that pulls the backs off. Wire sewing with iron wire has ruined many books; the tinning is no protection and the book falls to pieces. Aluminium is surely cheap enough to be used for this purpose. Cigarettes made in a seaport town like Alexandria, where the air is moist, may be sent with safety to England, but if sent to India, however carefully packed, they will suffer from mildew owing to the moisture they contain. If the same tobacco is made up in Cairo, where the air is sufficiently dry to carry off the moisture added during manufacture, they may be sent anywhere with perfect safety. Cheap paper lasts only a few years in India; all important documents should be written on the best procurable, containing only a moderate amount of the best size.

Blotting paper seems unaffected by a tropical climate, and its movement when wet is very slight. The tin linings used so much in packing cases going abroad may give protection against exterior wetting, but if shavings, straw, or paper waste be used in wet weather for packing they may contain moisture enough to do much mischief to the contents even in the ship's hold when traversing tropical seas.

A notable instance of the operation of moisture in wood was furnished by some casks of mineral oil landed at the Bombay docks. They were all tight during the voyage in the hot, moist air of the hold, but a couple of days in the sun caused them to leak until they were coopered. The moisture in the wood was driven out by the sun, but the oil could not take its place fast enough. The wood shrank and leakage ensued. The explanation seems to be that the gums in the wood are soluble to a degree in water, but not in oil, and that the swelling of the wood is due to the increased volume of the gum.

White Ants.

It is dangerous to keep goods long in their English cases without special precautions, for all English woods are attacked by the "white ant," which is not an ant, but whose depredations are carried out with extraordinary rapidity. Wood, leather, and clothing are attacked, a valise may be ruined in a single night, and a door frame may be eaten hollow before the damage appears at the surface. Many remedies have been proposed and tried, but none is so cheap and good as mineral oil of a quality that will not evaporate at 160 degrees Fahrenheit. Spindle mineral oil used in spinning mills has been found a complete preservative for pine woods and bamboos, which latter are very liable to the attack of weevils. The writer has tent poles 15 years old that were well rubbed with spindle oil, and are fit for use. Rats will not eat leather that has been treated with mineral oil, which will neither dry nor oxidize.

Instruments and arms should not be kept in cases lined with cloth, velvet, or leather, which are all hygroscopic and will cause rust at all points of contact with steel. A surface of mahogany or baywood saturated with hot paraffin wax that fills the pores has been found satisfactory after trial.

Musical instruments of wood require constant care in India. Organs, pianos, violins, and guitars need frequent repairs on account of the shrinking and swelling of their materials during the changes from wet to dry weather. The movement of wood in swelling being across the grain and not in the length, swelling and shrinking tend to separate the pieces and injure their musical effect. One of the most experienced authorities in India, himself a piano builder, said that the average life of a soundboard is 18 months, after which it must be rebuilt. Piano soundboards are glued together in widths of 6 inches in a very hot room and held rigidly at the ends by an iron frame that allows of no movement while the rest is exposed to the influence of the air at all seasons. It is, therefore, no wonder if the jointing of the pieces fails and the tone of the instrument is deteriorated. The swelling and shrinking of the frame of doors, windows, and furniture due to dry heat alternating with very damp air works the tapered pins out of the joints until in the course of years they may be withdrawn by the fingers.

Goods in Transit.

Goods in transit in India are exposed to considerable deterioration. There are no refrigerator cars in the country and in the course of a journey of 1,000 miles the sides and roofs of the iron closed wagons may acquire a temperature of 155 degrees Fahrenheit. They may also be delayed in sidings for days while their contents are exposed to this heat combined with the vapour of such moisture as they may contain. A curious occurrence arose from the above conditions. A Bombay wine merchant received complaints from various clients of signs of tampering with spirit bottles, although the cases bore no signs of having been opened. Some of the corks were partly drawn without any mark of a corkscrew. The bottles had been filled as nearly solid as possible. An engineer on looking up the coefficient of expansion of the liquid contents found that it sufficed to force the corks out to the amount observed. Fruits suffer badly in such transit unless in unusually cool weather. They usually arrive with a pronounced alcoholic bouquet indicating the beginning of decay. Transport of fruit, meat, fish, game, and ice has still to be organized in India.

The penetration of dust and moisture into boxes and cases made of glass or metal is due principally to the fluctuation of barometric pressure, which, as already stated, has a range in Bombay equal to 7.93 inches.

The amount of flow in and out is governed by the size of the opening. There is no such thing as a really air-tight box with a lid that will open. Rubber or cork edges may suffice to keep out insects, but moisture will pass in and out as may be proved by placing any deliquescent salt within. During the monsoon a deficient light favours the growth of mildew even in a comparatively dry situation; it is therefore desirable

to have as much light as possible at this period in stores, shops and dwellings. Goods ordered for the Tropics should be packed as dry as possible and with dry packing material. A certain limited amount of moisture is allowable, although the exact amount has not been defined.

Keeping Grain in India.

Grain in India if it contains less than 7 per cent of moisture will not support weevils, and may be stored in safety. Among the many absorbents used in bottles, boxes and chests for drying their contents, quicklime is the cheapest and most handy, if kept in a closely woven bag half full, to allow for swelling as the lime slakes. The lime, if possible, should be as near the top as possible because damp air is lighter than dry air. The general belief is to the contrary. The most successful drying-box in India is made from a kerosene tin to which a 7-inch cap is added like a grocer's canister. The neck is $2\frac{1}{2}$ inches long with a taper of $1\frac{1}{8}$ inches, and the cap is parallel, but without any bead or fold at the edge. It is, therefore, so flexible that it touches all round when in place, but does not stick, as there is only a line of contact. A small loop of wire is fixed in the lid on which the lime bag is hung. Photographs, cigars, drugs, gloves, cartridges, instruments, and other things may be kept in such a box for months without attention, safe from damp or vermin in the worst weather.

The destructive influence of dust must not be forgotten. It explains the reason why the top of the metallic box rusts so much more readily than the sides. Particles of dust falling on the metal form a nucleus for the condensation of atmospheric moisture during a fall of temperature, and this moisture attacking the metal forms a spot of rust around the dust particle. The sides of the box, offering no lodgment for dust, remain bright although exposed to the same atmospheric influences as the top.

The same influence affects dyed textiles causing the dye to fade. Although much may be done to arrest or retard the decay of perishable goods in India, experienced dealers and merchants find their chief protection against loss in adjusting their importations as nearly as possible to the rate of consumption.

ORGANIZATION TO OUST GERMAN TRADE FROM MEXICO.

Very important financial interests in the city of Mexico propose the establishment of a great agency business which will handle only products of the British Empire. The intention is especially to occupy the field formerly filled by Germans in supplying Mexico with manufactured goods and other products which Mexico is obliged to import. The organizers wish to get in touch with Canadian manufacturers and exporters of Canadian products. Further information can be obtained by applying to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. (Refer File 15091.)

C.I.F. OBLIGATIONS DEFINED.

(Foreign Trade Bulletin of the American Express Company.)

More misunderstandings have surrounded the making of c.i.f. (cost, insurance, freight) quotations than almost any other single technicality encountered in conducting foreign trade. To arrive at a clear and definite understanding of the obligations involved in quoting c.i.f., the United States Exporters' Association of Buenos Aires has adopted the following conditions in connection with orders for American goods, according to a recent report from the American Consul General in that city. The particular interest of these conditions is in the fact that they apply in general practice to any c.i.f. quotations, subject, of course, to confirmation or alteration based on

a definite understanding between the American shipper and his foreign customer. The report reads as follows:—

I. "In case of orders based upon c.i.f. quotations, the price includes the cost of the merchandise placed on board ship at port of embarkation, the freight, marine insurance and other petty charges *up to port of destination*."

II. "The obligation of the shipper as regards delivery ceases once the merchandise is shipped. *The goods travel for account and risk of the buyer*, and the shipper assumes no responsibility for their arrival at port of destination, or for any damage sustained on the voyage or during unloading."

III. "The clauses of the bills of lading and policies of insurance covering the goods detailed on the ticket are incorporated in the conditions of the transaction and form a part of the order."

IV. "The shipper is not responsible in any case of force majeure; and without prejudice to the general nature of the stipulation, he is especially exempt from responsibility in cases of strikes, floods, fires, accidents, delays or other difficulties in land or sea transport, or in the case of interruption of such transport services by acts of governments or other competent authorities, or for postponement in sailings of ships and any other causes beyond the control of the shipper."

V. "In case of war and during the duration of war the shipper shall insure the merchandise shipped by him against all war risks, without being required to consult the purchaser, to whose account the cost of insurance shall be charged. War-risk premiums shall in no case be included in the prices, and shall be shown separately as extras in the invoice."

GREAT BUSINESS ENTERPRISES DEVELOPED BY ADVERTISING.

Scribner's Magazine for June contains an article by Edward Mott Woolley entitled "The Silent Voice" which shows how many of the largest business houses in the United States were developed by extensive advertising. While the article is devoted chiefly to illustrating the results of individual advertising of manufactured articles, it points out in the following passages that the advertising of natural products co-operatively has made rapid strides.

"One of the best examples is the California Fruit Growers' Exchange, which began in 1907 with an expenditure of \$6,000 and has an appropriation this year of \$400,000. Through this advertising the consumption of California citrus fruits has increased in the last seven years six and a half times as rapidly as the population of the United States. About 330 newspapers are now being used.

"Following this example, a group of men formed the Northwestern Fruit Exchange, which through advertising has become the largest shipper of boxed apples in the world. In 1914 the apple crop of this country exceeded 259,000,000 bushels, a gain of 114,000,000 bushels over 1913. Yet this was of little benefit to the growers, because they had no adequate outlet. A million bushels of fruit were fed to live stock, and it is estimated that in 1913 and 1914 only 40 per cent of the entire crop ever reached the consumer. The answer to the situation lay in co-operative advertising, which must be the answer in other similar dilemmas. The apple-growers of the United States, in 1915, are said to have lost \$8,000,000 through the cutting off of export outlets for the big crops. If co-operative advertising had been undertaken a few years earlier home markets could have been developed.

"The California raisin-growers are also following the lead of the other fruit-producers in the marketing of crops, and the situation as to prunes is similar. The total production of this latter fruit for three years was 549,000,000 pounds, of which

only a little more than half was consumed in the United States. Germany was the largest foreign customer, but when the war came this foreign market was closed. The situation is summed up in a circular sent out by a San José bank: 'We have an enormous American consuming power, and in former years this took the bulk of our products, but we neglected this when Europe overbid us in prices and our domestic demand has become dormant. American trade follows American advertising. Breakfast foods have become a popular demand because they have been advertised largely. We can build up a similar demand for our dried prunes and apricots by systematic advertising.'

"Another instance of co-operative work is that of the California Walnut Growers' Association. The comparatively small amount of national advertising done by this body has increased consumption to a considerable extent.

"In the Niagara peninsula in Ontario there was a great surplus of plums, peaches and cherries, due to the war, and it looked as if the farmers would be heavy losers. A comparatively small outlay in intelligent publicity resulted in the disposal, at fair prices, of practically the entire output.

"In 1916 the Seabrook Farm, at Bridgeton, N.J., captured a New York market with over 500,000 quarts of strawberries by giving them a trade-name and advertising."

CURRENT EVENTS OF INTEREST IN SOUTH AMERICA.

The following notes on commercial conditions in South America have been contributed by Mr. George Mallett, of Valparaiso, Chile, under date of May 22, 1917:—

Chile.

EXPORTATION OF FOODSTUFFS.

The Council of State has officially approved the law authorizing the fiscalization of the exports of wheat, flour and beans and the prohibition of the exportation of peas.

NEW MINING COMPANY.

A new company has been formed in Santiago, to exploit the tin mines of Araca de Bolivia, situated in the province of La Paz. The capital is £200,000 sterling divided into 200,000 shares of £1 each.

COPPER INDUSTRY.

A vigorous protest has been forwarded to the Government from the copper district of Copiapo against the proposed export duty on copper, in view of the scarcity of freights and general difficulty of export, together with high railway rates in the mining districts.

COAL.

The Curinilahue Coal Mining Company has received a proposal from a commercial firm to take an issue of 20,000 shares of \$120 each.

COMMERCIAL INTERCOURSE BETWEEN ITALY AND SOUTH AMERICA.

The Italian Commercial Institute established at No. 11 Plaza de Venecia, Rome, is proving itself an institution of extensive capability, in conformity with its primary mission of encouraging the development of Italian reciprocal commercial intercourse with foreign nations.

The institute in co-operation with the ministers of foreign, colonial, agricultural, industry and commerce departments and emigration commissariat, has recently established a commercial and colonial information department. This office supplies to merchants and producers of all countries, especially South America, with rapidity and precision, information and data on materials, raw and prepared, agricultural and industrial products, Italian and foreign mercantile customs, demands of consumption, position of Italian and foreign markets, conditions of packing and expedition of merchandise at home and abroad, means of communication, transport, discharge, advice in all case as to most convenient methods, maritime rights and dues, the interpretation of customs tariffs, mercantile conversion, certificates of origin, exportation, importation and transit permits, establishments of credit that exist at home and abroad in relation to export and import trade and all such information even to that of a personal and private nature which may have reference to active trade.

The commercial and colonial information office is maintained in direct and continuous contact with all agricultural, industrial and commercial movements, with Italian firms which acquire or could acquire foreign products, natural or manufactured, with foreign houses which are buyers or could be buyers of Italian agricultural or industrial produce, with commission agents and commercial representatives whose honourable and conscientious labour can assist in securing and multiplying exchanges between Italy and foreign countries.

The commercial and colonial information office by its constant contact with official technical departments lends its assiduous collaboration to the solving of all questions general and special of a commercial or industrial character which are advantageous in the stimulation of the Italian administration.

The Italian Chamber of Commerce recently established in Valparaiso, are an energetic body who are practically administering the Italian colony. In co-operation with their consul all business is investigated, all enemies blacklisted and suspicious friends kept under strict supervision in "quarantine." Periodical bulletins informing the colony of the operations of the chamber are issued in Italian. All information useful to Italians in Europe is promptly mailed home, for the benefit of manufacturers, contractors, engineering and kindred trades and professions, interested in public works in projecting government contracts in perspective; while every Italian receives his daily newspaper *La Italia*, containing latest home news in his native tongue published in Valparaiso, which also acts as a mouthpiece for the consul to his compatriots.

A similar condition of things exists in the French and German colonies.

ASBESTOS.

This important factor in modern industry is one in which Canada appears to hold the whip hand at least as far as this continent is concerned. The many manufactured articles in which asbestos plays a prominent part can only be supplied from the United States "conditionally with obtaining the necessary permit from Canada."

Asbestos flooring compounds, roofings, packings, etc., all are running short.

The abnormal scarcity of roofing iron has caused a run on asbestos artificial slates, which has also run out and difficulty is apparent in the obtaining of renewals. It would be well for Canada to take advantage of her power in this direction which appears to amount to a monopoly.

Any would-be exporter, manufacturer, or producer wishing to get an introduction here for his goods can obtain any information or advice or assistance by communicating with me without incurring any liability.

SOUTH AMERICAN MARKETS FOR HARDWARE.

The March issue of the *Journal* of the British Chamber of Commerce in Uruguay publishes suggestions to British manufacturers of hardware on the necessity of adapting their manufactures to the needs of the Uruguayan and other South American markets. The following points are taken from the article referred to:—

It appears that the stock pattern of "oblong" locks is too wide for doors made in Uruguay, as these have four- or five-inch frames. The pattern of lock most in vogue is that fitted with a transverse handle on one side and a lever handle on the other; the spring controlling the catch should be very strong, and as native wood is never properly seasoned, both catch and bolt should project more than would be required in the case of a door made of properly seasoned wood. German and American manufacturers have recognized this, and their locks have catches and bolts which project from one-quarter to about a third further than those of British make.

PACKING.

As regards the generality of smaller hardware goods, the question of proper packing requires serious attention. The majority of such goods of British manufacture—bolts, locks, hinges, saws, general tools, etc.—are sent abroad packed in brown paper parcels on which the written description of contents is difficult to read. German and American manufacturers invariably pack similar goods in cardboard boxes on which a white label can be easily affixed, with the result that when a bolt, lock, hinge or saw is asked for the tendency is for a salesman to reach down boxed goods, as they are easier to show and easier to return to their respective shelves. A brown paper parcel takes up much time in undoing and repacking, and, in addition, while a dozen of a given article may make a passable parcel, after it has been opened a number of times, and three-quarters of the contents sold, its appearance is untidy, the label cannot be deciphered, and its contents are more liable to rust.

A TECHNICAL REPRESENTATIVE NEEDED.

In the hardware trade in particular it is imperative that manufacturers should send out fully qualified men to study the markets in South America. These men should have technical knowledge, and be in a position to advise their principals of the modifications that must be introduced to meet the exact requirements of the market. It is strongly urged that manufacturers of different lines of hardware goods, for which the demand is constant, should arrange amongst themselves to send out a representative who should be in a position to take orders with the assurance that his recommendations for necessary modifications in manufacture and in other respects will be carried out, even if initial loss be entailed. If attention is paid to details, and to providing exactly what each market requires, subsequent indents will be large. It should also be borne in mind that the class of goods required for Uruguay will also largely meet the requirements of Brazil, Argentina, and Chile.

There is no question of the hold British hardware goods have on the Uruguayan market. The majority of dealers always prefer to stock a British article if they can get exactly what they want. The manufacturers of other countries, especially the German manufacturers, are fully aware of this, but they also know that they can continue to hold a considerable portion of the market by paying attention to patterns, styles, packing, and the other details that count.

In the majority of smaller hardware lines there is no need for the British manufacturer to cut his prices to meet this class of competition. Providing the quality is British, and attention is given to details, a merchant will not consider price as the deciding factor when buying his stock. British quality adapted to local requirements is what the market needs, and those who act on this will find no difficulty in increasing considerably their shipments to South America.

OTHER LINES NEEDED.

There is also a market in Uruguay for cheaper goods, such as fancy and plain handles and metal work for cabinetmakers. British patterns are too severe in design and do not suit. This is a cheaper trade, but it could be catered for easily, as pattern dies for the Uruguayan market would be suitable for other parts of South America. In Uruguay a large quantity of various grades of furniture is made of native wood, and the makers depend on brass and nickel furnishings to give the finish that a certain class of buyers desire. Though vastly inferior to goods of British manufacture these cheaper goods please certain tastes.

RECONSTRUCTION IN THE INVADED DISTRICTS OF FRANCE.

The British Embassy in Paris reports in the *Board of Trade Journal* that the *Journal Officiel* (Paris) of May 5 publishes an order of the Minister of the Interior establishing a committee, to be known as the "Commission Consultative des Marchés et des Stocks," to study the question of purchase of materials for reconstruction work in the invaded districts of France.

GOVERNMENT NOTICES AFFECTING TRADE.

United Kingdom.

PROHIBITED IMPORTS.

In *Weekly Bulletin* No. 690, issued on April 16, 1917, an up-to-date list of articles prohibited to be imported into the United Kingdom was set forth. The following additional articles have since been added to the above list:—

Adding and listing, book-keeping, typewriting machines (typewriters).

Aluminium lack (aluminium powder).

Anvils.

Asphaltum used for paints and pigments.

Bags, Dorothy, made of matting.

Balls, golf (games).

Balls, polo, made of bamboo root (games).

Bamboo suitcases.

Beans, soya, crushed.

Bean meal, soya.

Birds, ducklings and chickens, stuffed (toys).

Book-keeping, adding and listing, typewriting machines.

Bronzes, Japanese (works of art).

Brush holders, carbon (not for motor-cars).

Cables, insulated.

Can cleaning machines.

Castings, phosphor bronze.

Castings, machine bronze.

Chains, chronometer fusee.
Chronometer fusee chains.
Clamps.
Cocoanut, desiccated (nuts).
Copper paint.
Crucibles, clay.
Cutters, rule.
Dorothy bags, made of matting.
Elder-flower water.
Electrical accessories and appliances—brush holders, carbon (not for motor-cars).
Electrolytic wire.
Envelopes, rush.
Extracts—Quercitron bark.
Face cream (toilet preparations).
Flax, manufactures of.
Fret machine (treadle).
Golf balls (games).
Guava jelly.
Helmet bodies (pith).
Hypodermic needles.
Insulated cables.
Insulated wire.
Japanese bronzes (works of art).
Lapis lazuli (stones and slates).
Machines—
 Can cleaning.
 Fret, treadle.
Needles, hypodermic.
Orange flower water.
Orange peel, dried.
Orthopædic appliances of hardware.
Perfumery spirit, rectified.
Pipe cleaners, cotton and wire.
Platens, wool band carding.
Polo balls, made of bamboo root (games).
Post-cards, picture (prints).
Powder silver bronze.
Pyroxeline (straw plaiting).
Quercitron bark extract.
Raffia, manufactures of (mats and mattings).
Red pigment.
Refiner and shell filler.
Rose water.
Rule benders.
Rule cutters.
Rush envelopes.
Seeds, made of thread and gum.
Sheep branding fluid.
Shell and refiner filler.
Silver bronze powder.
Soya beans, crushed.
Soya bean meal.
Spirit, perfumery, rectified.
Stencil carriers (metal).
Suitcases, bamboo.
Time recorders (watchman's).

Tinsmiths' machines (hand); groovers, thin oval, handle former, tube forming, wire bending, wire cutting and bail formers.

Tripoli powder.

Vegetables, canned, bottled, dried or preserved, and pickles.

Wire, electrolytic.

Wire, flexible cords.

Wire, insulated.

Zinc, sulphide.

BRITISH BOARD OF TRADE ESTABLISHES A DYES DEPARTMENT.

We have received a communication from the High Commissioner's Office, London, to the effect that in order to promote the further development of the dye-making industry in the United Kingdom, the President of the Board of Trade had decided to establish a special temporary department of the Board of Trade to deal with matters relating to the encouragement, organization and, so far as necessary, the regulation of that industry. The department will be under the direction of Sir Evan Jones, Bart., M.I.C.E., who has placed his services at the disposal of the president, and who will have the official title of Commissioner of Dyes. The Commissioner will act in close consultation with the various dye-making and dye-using interests concerned.

Any communication on the subject should be addressed to Commissioner of Dyes, Board of Trade, 7 Whitehall Gardens, London. S.W.1.

RESTRICTIONS ON DEALING IN SULPHURIC ACID.

The Minister of Munitions has issued an order, under date of May 29, which appeared in the *British Board of Trade Journal*, to the following effect:—

1. No person shall as on and from June 11, 1917, until further notice, manufacture sulphuric acid except under a license issued by or under the authority of the Minister of Munitions and in accordance with the terms and conditions of such license as to the quantities to be manufactured or otherwise.

2. No person manufacturing sulphuric acid shall as on and from June 11, until further notice, use during any one calendar month more than ten tons in all of 95 per cent sulphuric acid (or its equivalent in acid of other strengths) for the purpose of all other manufactures, trades and businesses carried on by him except under and in accordance with the terms and conditions of a license issued by or under the authority of the Minister of Munitions.

3. No person shall as on and from May 30, until further notice, supply sulphuric acid (including waste sulphuric acid) to any person except under and in accordance with the terms and conditions of a license issued by or under the authority of the Minister of Munitions. Provided that no license shall be required to supply not more than 56 pounds of 95 per cent sulphuric acid (or its equivalent in acid of other strengths) to any person during any one calendar month. And provided also that any sulphuric acid supplied subsequently to the date of this order in pursuance of written directions or requests given or made by or on behalf of the Minister of Munitions previously to the date of this order shall unless and until such written directions or requests are cancelled or withdrawn be deemed to have been supplied under a license issued under the authority of the Minister of Munitions within the meaning of this order.

4. As on and from May 29, until further notice, no manufacturer of sulphuric acid, or agent of such a manufacturer, shall charge or receive in payment for any sulphuric acid supplied by or through him a price exceeding the maximum price specified in the schedule to this order for sulphuric acid of the description and strength supplied. Provided that the maximum prices specified in the schedule hereto shall not apply to—(a) Sulphuric acid supplied to persons outside the United Kingdom under export licenses; (b) sulphuric acid manufactured outside the United Kingdom; (c)

sulphuric acid made wholly from brimstone; (d) sulphuric acid specially purified for laboratory purposes.

5. All persons engaged in producing, manufacturing, selling, distributing or storing sulphuric acid (including waste acid), or in any manufacture, trade or business in which the same is used, shall make such returns with regard to their businesses as may from time to time be required by or under the authority of the Minister of Munitions.

6. For the purpose of this order the expression sulphuric acid shall include sulphuric acid of all strengths up to 100 per cent H_2SO_4 , but shall not include acid containing free SO_3 (commonly called oleum or fuming sulphuric acid).

Maximum Prices for Sulphuric Acid.

1. Weak acid, i.e., acid of all strengths up to and including 90 per cent H_2SO_4 .

	Maximum price per ton.	
Class A—Arsenical acid.	70s.	For acid of 140° Tw. at 60° F., with an increase or reduction of 5d. in respect of each complete degree Twaddell by which the specific gravity is more or less than 140° Tw. at 60° F.
Class B—Non-arsenical or de-arsenicated acid.	85s.	For acid of 144° Tw. at 60° F., with an increase or reduction of 6d. in respect of each complete degree Twaddell by which the specific gravity is more or less than 144° Tw. at 60° F.

2. Concentrated acid, i.e., acid of all strengths over 90 per cent H_2SO_4 .

		Maximum price per ton.	
		Class C.	Class D.
Monohydrate (H_2SO_4) content of acid.		Arsenical acid.	De-arsenicated or non-arsenical acid.
Over 90 % and up to	91 %	£ s. d.	£ s. d.
" 91 %	" 92 %	5 3 0	5 13 0
" 92 %	" 93 %	5 9 0	5 19 0
" 93 %	" 93½ %	5 15 0	6 5 0
" 93½ %	" 94 %	6 1 0	6 11 0
" 94 %	" 94½ %	6 4 0	6 14 0
" 94½ %	" 95 %	6 7 0	6 17 0
" 95 %	" 95½ %	6 10 0	7 0 0
" 95½ %	" 96 %	6 15 0	7 5 0
" 96 %	in both class, an addition of 1s. per ton for each complete one-tenth of one per cent of additional monohydrate.		7 10 0

Packages.

All the above maximum prices are for acid delivered into tank wagon, tank cart or tank barge at makers' works.

When the acidmaker supplies the railway tank wagons he shall be entitled to make a further charge of not more than 5s. per ton for hire of such wagons. When the acidmaker supplies the acid in his own drums he shall be entitled to make a further charge of not more than 10s. per ton for filling and hire of drums. When drums are supplied by the purchaser a charge of 2s. per ton may be made to cover the cost of filling. When the acid is supplied in the acidmaker's own carboys he shall be entitled to make a further charge of £1 per ton for filling and hire of carboys. When carboys are supplied by the purchaser a charge of 5s. per ton may be made by the acidmaker to cover the cost of filling.

Extra Carriage.

In cases where a maker of sulphuric acid has, in order to supply his customers, to purchase supplies of acid from a third party, it will be permissible for him, in so far as this is a departure from his normal procedure, to charge to his customers any extra cost of carriage thereby incurred.

LIMITATION OF CONSUMPTION OF WOOL, TOPS, AND YARNS.

(Board of Trade Journal.)

The War Office (wool section) notifies that the Joint Priority Committee for the whole of the United Kingdom has made recommendations as to the limitation of consumption of wool, tops, and yarn in the hands of spinners and manufacturers, with the object of preventing a more serious shortage later in the year. These recommendations, as amended and passed at a recent meeting of the Central Wool Advisory Committee, have been embodied in an order issued by the Army Council under date May 24, the text of which is as follows:—

Crossbred Wool and Tops, etc.

The following is the text of an order issued by the Army Council under date May 24:—

In pursuance of the powers conferred upon them by the Defence of the Realm Regulations, the Army Council hereby order as follows:—

1. No person shall, after the 11th day of June, 1917, put into manufacture any crossbred wool imported or to be imported into the United Kingdom or any tops produced or to be produced therefrom otherwise than:—

- (a) For the purpose of performing work of national importance, Class "A," as defined in the Order of the Army Council dated the 14th day of April, 1917, or
- (b) For the purpose of performing work certified to be work of national importance, Class "B," by any district priority committee authorized as herein after provided in that behalf by the Director of Army Contracts; or
- (c) Under permit issued by or on behalf of the Director of Army Contracts.

2. No person shall, after the 2nd day of July, 1917, put into manufacture any merino wool imported or to be imported into the United Kingdom, or any tops produced or to be produced therefrom otherwise than:—

- (a) For the purpose of performing work of national importance, Class "A," as defined in the Order of the Army Council dated the 14th day of April, 1917; or
- (b) For the purpose of performing work certified to be work of national importance, Class "B," by any district priority committee authorized as herein after provided in that behalf by the Director of Army Contracts; or
- (c) Under permit issued by or on behalf of the Director of Army Contracts.

3. For the purposes of this Order the Director of Army Contracts may authorize any district priority committee to require any particulars as to the business of any person engaged in the sale or manufacture of woollen or worsted goods; and to issue certificates and permits on his behalf.

4. In any textile factory the business carried on in which consists wholly or partly in the production or manufacture of woollen or worsted goods, the weekly hours of work on weaving shall, except under permit issued by or on behalf of the Director of Army Contracts, be reduced after the 30th day of May, 1917, to a figure 20 per cent less than the average weekly hours of work on weaving in such factory during the month of March, 1917, provided that where such average amounted to $55\frac{1}{2}$ hours, the weekly hours of work on weaving as aforesaid shall be reduced to 45 hours.

5. In any textile factory the business carried on in which consists wholly or partly in the spinning of worsted yarn, the weekly hours of work on spinning shall, except under permit issued by or on behalf of the Director of Army Contracts, be

reduced after the 13th day of June, 1917, to a figure 20 per cent less than the average weekly hours of work on spinning in such factory during the month of March, 1917, provided that where such average amounted to $55\frac{1}{2}$ hours, the weekly hours of work on spinning as aforesaid shall be reduced to 45 hours.

6. In any textile factory the business carried on in which consists wholly or partly in the spinning of any other yarn whereof wool is a constituent part, the weekly hours of work on spinning shall, except under permit issued by or on behalf of the Director of Army Contracts, be reduced after the 30th day of May, 1917, to a figure 15 per cent less than the average weekly hours of work on spinning in such factory during the month of March, 1917.

7. In any textile factory the business carried on in which consists wholly or partly in the production or manufacture of hosiery, no person shall, except under permit issued by or on behalf of the Director of Army Contracts, put into manufacture in any week after the 30th day of May, 1917, a quantity of yarn, whereof wool forms a constituent part, exceeding a quantity 30 per cent less than the average quantity consumed weekly in such factory during the months of January, February, and March, 1917, such quantity to be estimated in pounds weight.

8. This order may be cited as the Wool (Restriction of Consumption) Order, 1917.

Applications for priority certificates authorizing spinners and manufacturers to continue consigning crossbred and merino wool and tops in limited quantities for approved purposes after these dates should be addressed to the respective district priority committees.

FOOD ORDERS AND NOTIFICATIONS.

(Board of Trade Journal.)

The Ministry of Food has issued the following orders and notifications:—

“The Oat and Maize Products (Retail Prices) Order No. 2, 1917.”

By the “Oat and Maize Products (Retail Prices) Order No. 2, 1917, the retail price of oatmeal has been reduced. The maximum price for home-grown oats was fixed on April 16 at 55s. per 312 pounds, which is equivalent to 59s. 3d. per 336 pounds.

The fixed price of oats has now been in force sufficiently long to justify a reduction in the retail price of oatmeal, and on and after June 18 the maximum retail price of oatmeal will be 5d. per pound in England and Ireland, and $4\frac{1}{2}$ d. in Scotland.

“The Cheese (Requisition) Order, 1917.”

By the Cheese (Requisition) Order, 1917, which is dated May 29, the Food Controller takes over from the original consignees all cheese which shall be imported into the United Kingdom from the United States, Canada, Australia and New Zealand. Contracts for sale made by the original consignees payable by the Food Controller remains to be subsequently settled.

Consignees are required before June 9 to furnish the Board of Trade with full particulars of all cheese taken over under the order. In connection with this order the Food Controller has made arrangements under which the Board of Trade will shortly place a quantity of cheese in the market at a price which will enable retailers to re-sell to the public at 1s. 4d. per pound.

TARIFF CHANGES AND INTERPRETATIONS.

(Board of Trade Journal.)

Australia.

The British Board of Trade have received from British Trade Commissioners in the Commonwealth of Australia, copy of the "Customs Tariff Validation Act, 1917 (No. 6 of 1917)," which was assented to on March 19, 1917.

This Act provides for the validation of the collections of customs duties under the tariff proposals which were introduced into the Commonwealth House of Representatives on December 3, 1914, and under the amendments to the duties on certain cereals, etc., proposed on December 12, 1914, and June 9, and November 12, 1915.

No further amendments have been made to the original proposals, except in the case of the following items, where the additions introduced by the present Act are indicated in italics, viz.:—

Tariff Item.	Articles.	Rates of Import Duty.	
		Under the United Kingdom Preferential Tariff.	Under the General Tariff.
35fD. (1)	Bodies for railway or tramway vehicles propelled by petrol, steam, electricity, oil or alcohol, <i>whether forming part of a complete vehicle or imported separately</i>	ad val.	ad val.
4 (2)	Chassis for railway or tramway vehicles propelled by petrol, steam, electricity, oil or alcohol, <i>whether forming part of a complete vehicle or imported separately</i>	ad val.	ad val.
(3)	Bodies for vehicles with self-contained power, propelled by petrol, steam, electricity, oil or alcohol, n.e.i., including dashboards, footboards and mudguards, <i>whether forming part of a complete vehicle or imported separately</i> —		
	(a) Single-seated bodies	each.	each.
	(b) Double-seated bodies	"	"
	(c) Bodies with fixed or movable canopy tops, e.g., landaulette, limousine, taxi-cab and similar types and n.e.i.	each.	each.
(4)	Chassis for vehicles with self-contained power propelled by petrol, steam, electricity, oil or alcohol, n.e.i. (but not including rubber tires) <i>whether forming part of a complete vehicle or imported separately</i>	ad val.	ad val.
		Free.	10%

Japan.

Temporary Duty-free Importation of Wooden Barrels used as Receptacles for Coal Tar.

The Board of Trade are informed by the British Commercial Attaché for Japan that, in virtue of ordinance No. 8 of the Department of Finance, dated March 13, wooden barrels used as receptacles for coal tar have been added to the list of goods which are exempted from import duty if they are to be re-exported within one year from the date of importation into Japan, provided that security corresponding to the amount of duty leviable is deposited at the time of importation.

Duty-free Re-importation of Certain Receptacles.

By ordinance No. 7, also dated March 13, the following articles are exempted from import duty on re-importation into Japan as being "receptacles of exported goods, designated by ordinance, when such receptacles are re-imported," viz:—

Bottles for summer beverages.

Cotton or jute flour bags.

Cement bags.

NOTES ON FOREIGN TRADE.

NEWS FOR EXPORTERS.

*(Exporters' Review.)**Steel-making in Chile.*

A steel industry has recently been inaugurated in Chile, a plant, on a small scale, having been put down at Santiago for the purpose of making steel from the old iron formerly exported to Europe, the high price of steel, since the war broke out, being the real cause of the new enterprise. At first great difficulty was experienced in finding workmen, but eventually Spaniards were imported from Bilbao, who instructed the Chilean apprentices under them. There are now over 100 workers employed, and Chilean coal, another form of economy, is used. The products of the mill include bars, plates, tees and angle iron, and there is an immediate market for all that can be produced.

Spain wants Kid and Patent Leathers.

An excellent opportunity exists at present for the sale in Madrid, as a distributing centre for Spain, of American glazed kid and patent leathers. Prior to the war the American product, although popular in Spain because of its excellent quality, was sold in competition with the German product, which country furnished a predominant percentage of the total consumption. Present conditions interfere with the shipment of the German article, and the demand for high-grade American leathers on the part of Madrid houses having established travelling representatives throughout Spain is important.

Iron and Steel Plant for New Zealand.

A company has recently been formed in New Zealand, with a capital of \$340,000, with the object of producing iron and steel from magnetic and titaniferous iron sand, of which there is a large deposit on the coast at Taranaki, near New Plymouth, where the works are to be erected. The initial plant will be capable of dealing with 70 tons of iron sand weekly, but plans have been drawn up for the installation at a later date of an additional furnace capable of dealing with 200 tons weekly. The production of steel is also contemplated, and it is intended later to form a new company to carry out this development.

Modern Cotton-goods Mill in China.

The newest and best-equipped of China's cotton mills, the Kwang Ching Cotton Mill, recently dedicated in the presence of the Chamber of Commerce and Government officials, is thoroughly modern in every detail. It has \$1,000,000 authorized and \$800,000 subscribed capital and is equipped with 15,360 ring spindles and preparing machinery as present equipment, and from 200,000 to 250,000 spindles as ultimate capacity.

Manufacturers' Catalogues Requested.

The Sociedad de Fomento Fabril in Santiago, Chile, an organization with headquarters in Santiago, which has for its purpose the promotion of manufacturing in Chile, is desirous of receiving catalogues of American manufacturers and exporters, which will be placed on file in the library and reading room. The address of the society is Casilla 44-D, Santiago, Chile.

WHERE UNITED STATES SELLS HER CHEWING GUM.

(United States Commerce Reports.)

Over \$1,200,000 worth of American chewing gum will reach foreign buyers in the current fiscal year if exports continue at the same rate as in the nine months ended March 31. During this period the shipments aggregated \$926,500 in value, or more than \$100,000 a month, and if kept up will make for the complete year a total trade 500 times as large as in 1894, when chewing gum first appeared as a separate item in the published official statistics.

The chewing of gum chicle is a habit peculiar to the United States, and its introduction into other countries has been slow. In 1894 exports totalled \$2,658, only to drop to \$1,709 in 1895 and to \$289 in 1896, and to disappear altogether in 1897. In 1898 the trade revived, with shipments amounting to \$805. The next year witnessed a jump to \$19,991, but this figure could not be maintained, and exports in 1900 amounted to \$8,725, in 1901 to \$11,686, and in 1902 to \$9,062.

Distribution by Grand Divisions.

While Canada was at first the chief purchaser of American chewing gum, England soon became the largest buyer, the increase in trade during 1899 just noted having been due to the importation of \$11,000 worth by that country. However, the use of American chewing gum has gradually spread, until this confection is now found in every quarter of the globe, as the following table shows:—

Fiscal years.	Europe.	North America.	South America.	Asia.	Oceania.	Africa.	Total Exports.
1901..	\$ 4,711	\$ 3,821	\$ 305	\$ 297	\$ 1,029	\$ 1,523	\$ 11,686
1902..	1,238	3,863	436	40	748	2,737	9,062
1903..	13,376	2,941	744	19	1,612	8,550	27,242
1904..	1,718	3,396	899	17	2,548	2,287	10,865
1905..	4,729	3,970	97	.....	2,490	3,637	14,923
1906..	3,100	5,026	947	30	4,423	2,905	16,431
1907..	8,730	7,803	1,013	222	5,847	1,608	25,223
1908..	2,942	9,992	1,129	631	7,675	1,762	24,131
1909..	10,208	14,799	355	161	14,107	3,186	42,806
1910..	6,020	22,051	1,780	932	19,962	2,738	53,483
1911..	23,662	35,783	2,197	2,445	21,299	3,743	89,129
1912..	91,717	26,686	1,365	5,010	34,563	4,970	164,311
1913..	88,269	33,459	5,927	4,526	46,482	8,281	186,944
1914..	55,730	31,943	5,852	4,721	73,953	6,431	178,630
1915..	96,949	52,829	5,630	3,424	116,432	6,169	281,433
1916..	251,058	66,168	54,384	32,463	160,310	10,040	574,423
1917 (9 months) ..	696,049	103,997	17,951	14,538	78,020	16,005	926,560

The growth of the exports to other countries of North America up to 1916 represents in large measure the changes in the trade with Panama and Cuba, for Canada's trade fell off with the establishment of chewing-gum factories in that dominion, permitting Panama gradually to usurp first rank on this continent. The South American shipments are mainly to Argentina, with Brazil, Chile, Colombia, and Peru also participating to some extent.

Asia a Difficult Market.

Asia has proved a difficult market, radical differences in the customs of the people and the small amount of money which they have for spending on anything save necessities making the introduction of luxuries a tedious process. Still, consular officers stationed in Asia—particularly in China—say that a market does exist there, and urge the packing of gum in smaller parcels (or even sending it loose, for sale by the single piece, as more within the purchasing power of the masses) and the providing of suitable wrappers (for example, having the printing on wrappers on gum intended for China in the Chinese language) as means of extending sales.

The Philippine Islands have been an important factor in the growth of the trade with Oceania, exports thither having risen from \$1,130 in 1906 to \$15,964 in 1910 and

\$37,927 in 1916; and in the last four or five years Australia and New Zealand have purchased heavily.

The African trade is mainly with British South Africa, though a trade with Egypt is developing.

How the War Affects the European Demand.

The increased exports to Europe during the past two years have generally been attributed to the "soldier" demand, and official statistics bear out this view, as the European shipments went principally to England and France.

Exported to—	1912.	1913.	1914.	1915.	1916.	9 months ending Mar. 31, 1917.
France..	\$ 736	\$ 198	\$ 1,163	\$ 2,573	\$ 40,186	\$ 90,201
Germany..	351	4,600	1,783	55	.....	—
Greece.. . . . .	.....	.....	4,562	600	3,966	4,552
Switzerland.. . . . .	.....	.....	18	.....	.....	1,000
United Kingdom—						
England..	90,183	81,042	46,538	92,075	203,414	582,294
Scotland.. . . . .	.....	810	.....	1,216	1,560	16,932
Canada..	3,846	2,443	1,142	1,680	9,064	26,842
Panama..	11,174	15,323	16,450	17,607	24,765	25,031
Mexico..	3,200	6,769	3,997	4,976	3,089	8,009
Newfoundland and Labrador .	49	306	1,020	2,164	4,997	5,349
Cuba	3,234	3,661	3,441	18,766	8,979	17,213
Argentina..	313	306	4,068	1,875	45,533	6,795
China..	995	946	1,491	1,209	3,615	1,617
Hong Kong..	288	1,054	464	880	2,656	587
Japan..	60	6	117	264	23,129	10,247
Australia..	7,957	23,071	42,510	69,615	93,862	43,643
New Zealand..	4,992	5,796	10,089	21,018	27,819	4,043
Philippine Islands..	21,180	17,492	20,592	25,306	37,927	30,049
Egypt..	1,314	1,269	1,728	438	3,878	7,783
All other countries..	14,439	21,852	17,457	19,116	35,984	44,373
Total	\$164,311	\$186,944	\$178,630	\$281,433	\$574,423	\$926,560

Industry Uses Great Quantities of Chicle.

Because of the inclusion, in census enumerations, of the output of chewing gum with the production of "confectionery" of all kinds, no figures of the extent of this industry in the United States can be given; but no official data are needed to convince one that the foreign trade heretofore has formed only a small part of the total business done by American chewing-gum producers. Some idea of the output can be gained, however, from the imports of chicle gum (the naseberry, *Achras sapota*)—the present chief constituent of "chewing gum," though spruce was at one time much used and other resins occasionally are employed. The United States imports anywhere from 2,445,000 pounds to 13,758,000 pounds of chicle annually, the former of amounts representing the imports in the fiscal year 1899, when chicle was first listed separately, and the latter representing the imports in 1913, which is the record year so far, as the following table shows:—

Fiscal Years—	Pounds.	Value.
1899..	2,445,061	\$ 363,051
1900..	2,297,992	354,720
1901..	3,140,768	753,696
1902..	4,574,605	936,065
1903..	4,282,247	954,389
1904..	5,084,580	1,308,540
1905..	5,060,166	1,357,458
1906..	5,641,508	1,495,366
1907..	6,732,581	2,139,204
1908..	6,089,607	2,027,148
1909..	5,450,139	1,987,112
1910..	6,793,821	2,547,339
1911..	6,508,208	2,899,086
1912..	7,782,005	3,127,004
1913..	13,758,592	5,282,722
1914..	8,040,891	3,012,458
1915..	6,499,664	2,459,810
1916..	7,346,969	2,829,184
1917 (9 months)..	5,481,390	2,582,137

Perhaps 8,250,000 pounds of chicle could be taken as a fair present-day average of the amount annually used by the American industry—a quantity that would make 175,000,000 five-cent packages of the regulation size (if no account be taken of wastage of gum on the one hand or of the weight added by sugar and other ingredients on the other hand).

The average value per pound of the chicle imported rose from about 15 cents in 1899 to 24 cents in 1901, 32 cents in 1907, and 45 cents in 1911. For the nine months ended March 31 last the value works out at 47 cents a pound.

Source of Chicle Supply.

The United States buys this gum principally from British Honduras, Canada, and Mexico, the imports from those sources during the fiscal years 1912-16 and the first nine months of 1917 having been:—

Imported from—	Fiscal years ending June 30—				9 months ending	
	1912. Pounds.	1913. Pounds.	1914. Pounds.	1915. Pounds.	1916. Pounds.	Mar. 31, 1917. Pounds.
British Honduras.. . . .	649,695	1,120,360	2,115,199	1,138,907	712,288	1,095,578
Canada.. . . .	4,332,258	8,249,135	2,902,563	2,180,655	2,152,933	3,258,299
Mexico.. . . .	2,780,281	4,109,925	2,881,647	2,197,188	3,525,092	966,738
Venezuela.. . . .	3,873	66,498	131,919	952,358	930,535	128,563
All other countries . . .	15,898	212,674	9,563	30,556	26,121	32,212
Total quantity.. . . .	7,782,005	13,758,592	8,040,891	6,499,664	7,346,969	5,481,390
Total value.	\$3,127,004	\$5,282,722	\$3,012,458	\$2,459,810	\$2,829,184	\$2,582,137

In this connection it should be noted that the gum chicle imported from Canada is not the product of Canadian trees, but is crude chicle that has first been imported into Canada (chiefly from British Honduras and Mexico) and then, after certain cleaning and refining processes, has been exported to this country. It might further be remarked that Canada is itself a not unimportant user of chicle, 1,905,533 pounds of crude gum having been entered for home consumption in the Dominion in 1916.

GENERAL TRADE NOTES.

(The British Export Gazette.)

Japan now enjoys the sole toy trade at Singapore.

Peru is an excellent market for small wood-working plant.

The manufacture of beet sugar is to be started at Mukden, Manchuria.

Egypt is always an excellent market for tourists' outfits and camp requisites.

The woollen mills of Australia have never been so busy as at the present time.

Safety razors are a line of growing importance throughout China and Eastern Siberia.

Cheap enamelled ware of all kinds is always in demand throughout the South American markets.

South China is becoming an exceedingly receptive market for electric-lighting plant and materials.

The mining of manganese ore began last May in Costa Rica, and already 300 tons monthly are being exported.

British marine motors after the war will find a good market at Kertch and other ports on the sea of Azoff, South Russia.

Madrid is to have an underground railway system. The contract has been awarded to a Spanish firm, but much of the material will have to be imported.

The Anglo-South American Bank has now three branches in Spain, viz., at Barcelona, Madrid, and Bilbao, the two latter having only recently been opened.

Egyptian imports of textile goods in 1916 were nearly double those of the previous year. Cotton and woollen manufactures both participated in the increase.

The Union Industrielle Italo-Française has been formed at Rouen with a capital of £400,000, the object being to develop trade and commerce between France and Italy.

The English Vice-Consul at Guadalajara suggests that for the successful development of British trade with Mexico good retail shops should be opened in the principal cities.

A growing interest in modern agricultural implements is being taken by importers in Santo Domingo. Hitherto the Republic has been very backward in its agricultural methods.

A Russian trade and industry combine has been formed at Odessa, among its objects being the systematic organization of inland trade and exchange of goods and the familiarizing of Russian merchants with foreign goods.

Shirts, underwear, lace and embroidery, blouses, cheap table covers, and coloured cotton bed covers are among the articles for which a good inquiry exists in Peru, most of them having been previously obtained from Germany or Austria.

A huge undertaking for supplying electrical energy for industrial purposes in the Donetz Basin, Central European Russia, is being financed by Moscow merchants to the extent of £5,000,000. The project is expected to cost £12,000,000.

Russian trade representatives are now in Australia investigating the possibility of establishing business relations with the Commonwealth. Russia proposes to supply timber, veneers, furniture, cutlery, glassware, perfumery, and dry-goods, and to receive in exchange wool, tallow, hardwoods, and other commodities.

A revised list of import tariff valuations for cotton manufactures entering Egypt has been published. Among the principal items are white longcloths 129 millièmes (about 2s. 8d.) per kilogramme; grey T and longcloths, 138 millièmes (about 2s. 10½d.) per kilogramme; white shirtings, white croydons, and white twills, 204 millièmes (about 4s. 3d.) per kilogramme; and sheetings, 264 millièmes (about 5s. 6d.) per kilogramme.

It should be generally noted that the transit between Italy and abroad of any correspondence containing postage stamps, receipt stamps, and duty stamps, etc., is prohibited, whatever may be the object in sending them.

French Morocco increased its imports in 1916 by 23 per cent when compared with 1915, and by 70 in contrast with 1914.

The freight rates of the regular Japanese steamship lines are, it is stated, to be raised to the level of those on the extra services.

About 2,700 tons of graphite were exported from Korea (Chosen) last year, the output having enormously increased during the war.

Fremantle is to be included among the ports of call in the new steamship service between Japan and Australia inaugurated by the Nippon Yusen Kaisha.

WAGES IN JAPAN'S PEARL-BUTTON INDUSTRY.

(*Vice Consul E. H. Dooman, Kobe, United States Commerce Reports.*)

The present rates of wages paid to pearl-button workers in this district have been in effect since the spring of 1916, when an increase of approximately 10 per cent was made.

Shortly before the beginning of the war, wages were cut 10 per cent because of a large increase in the number of manufacturers, followed soon afterwards by a further reduction of 20 per cent as a result of the higher cost of raw materials. Two increases of 10 per cent were made in May and October, 1915, so that the present scale of wages is a little below the former normal rate. Wages per 1,000 buttons in sen (1 sen=0.5 cent) were as follows:—

Line No.	Cutters. Sen.	Grinders. Sen.	Facers. Sen.	Drillers. Sen.	Polishers. Sen.
14..	23	07	32	08	02
16..	25	07	32	08	02
18..	28	07	36	09	02
20..	32	09	40	10	02½
22..	38	10	46	11	02½
24..	45	10	55	13	02½
26..	55	13	75	16	03
28..	70	15	90	18	03
30..	90	17	1.20	20	03

The wage given for the sewing of buttons on cards, 20-line, is 5 sen (2.5 cents) per 1,000. Cards and boxes for 1,000 buttons, 20-line, cost 10 sen and 7 sen (4.98 cents and 3.49 cents), respectively.

Practically all the machines are driven by foot power and are worked by hand, only one or two of the well-established manufacturers having a few pieces of automatic machinery driven by electricity. Accordingly, there is no scale of wages depending on the motive power of the machinery used by the operator. The greater part of the machinery is of domestic manufacture, as there is a general disinclination to make heavy investments in expensive imported machines until an idea can be formed of the probable normal demand for Japanese buttons after the war.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending June 29, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	721,953	528,174	47,068		1,297,195
Consolidated Elevator Co.	339,681	279,133	20,429	44,983	734,226
Empire Elevator Co.	258,427	212,883	19,828	207,388	698,526
Ogilvie Flour Mills Co.	517,499	150,907	7,152		675,558
Western Terminal Elevator Co.	344,485	159,268	7,845	285,357	796,955
G.T. Pacific	615,064	572,595	39,852	64,282	1,291,793
Grain Growers' Grain Co.	493,050	245,208	18,119		756,377
Fort William Elevator Co.	315,887	256,777	22,510	98,541	693,715
Eastern Terminal Elevator Co.	249,598	231,040	14,606		495,244
Thunder Bay Elevator Co.	388,527	299,141	16,657	40,909	745,234
Port Arthur—					
Port Arthur Elevator Co.	1,315,212	1,168,512	79,089	117,583	2,680,396
D. Horn & Co.	141,525	81,826	24,302	54,146	301,799
Dominion Government Elevator.	953,899	796,904	54,615	191,776	1,997,194
Grain afloat					
Total Terminal Elevators.	6,704,807	4,982,368	372,073	1,104,965	13,164,213
Saskatoon Dom. Govt. Elevator.	215,641	113,122	9,800	15,546	354,109
Moosejaw Dom. Govt. Elevator.	414,009	153,390	6,824	5,546	579,769
Calgary.	122,827	123,263	10,295	4,492	260,877
Vancouver.	9,512	22,645			32,157
Total Interior Terminal Elevators.	761,989	412,420	26,919	25,584	1,226,912
Depot Harbour.	324,330				324,330
Midland—					
Aberdeen Elevator Co.	469,573	61,365			531,438
Midland Elevator Co.					
Tiffin, G.T.P.	1,051,668	876,188	178,490		2,106,346
Port McNicol.	84,279	1,672,173	5,245	20,000	1,787,697
Collingwood.		44,655			44,655
Goderich.	287,187	473,699	25,271		786,157
Western Canada Flour Mills Co.	161,607				161,607
Kingston—					
Montreal Transportation Co.	181,866	149,720			331,586
Commercial Elevator Co.	24,059	70,966	507		95,523
Port Colborne.	607,079	935,918			1,542,997
Prescott					
Montreal—					
Harbour Commissioners No. 1.	468,314	2,170,688	158,983		2,797,985
" " No. 2.	512,479	746,449	73,100		1,332,028
Montreal Warehousing Co.	298,318	816,204	63,830		1,178,352
Quebec Harbour Commissioners.	3,851	89,920		11,862	105,633
West St. John, N.B.	131,166	5,795	6,252		143,213
Halifax, N.S.	63,238				63,238
Total Public Elevators.	4,669,005	8,114,240	511,678	37,862	13,332,785
Total quantity in store.	12,135,801	13,509,028	910,670	1,168,411	27,723,910

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior
Terminal Elevators, and at Public Elevators in the East for the Week ended
June 29, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—				
No. 2 Hard			3,081	3,081
No. 1 "				
No. 1 Northern	9,536	68,977	653,268	731,781
No. 2 "	895,237	96,918	767,570	1,759,725
No. 3 "	1,285,362	189,851	903,313	2,378,526
No. 4 Wheat	732,019	101,158	685,850	1,519,027
No. 5 "	506,144	20,923	332,642	859,709
No. 6 "		41,119	197,136	238,255
Other	3,276,509	243,043	1,126,145	4,645,697
Totals	6,704,807	761,989	4,669,005	12,135,801
Oats—				
No. 1 C. W.		4,724	1,389	6,113
No. 2 "	24,648	110,567	2,587,364	3,722,579
No. 3 "	1,372,933	42,127	1,006,891	2,421,951
Ex. No. 1 Feed	346,723	91,591	1,842,197	2,280,511
No. 1 Feed	896,963	31,612	1,128,881	2,057,456
No. 2 "		21,154	223,455	244,609
Other	2,341,101	110,645	1,324,063	3,775,809
Totals	4,982,368	412,420	8,114,240	13,509,028
Barley—				
No. 3 extra C. W.	120,597	4,067	205,734	330,398
No. 3 C. W.	132,295	15,179	244,432	391,906
No. 4 "	46,495	898	20,280	67,673
Feed	21,303		12,936	34,239
Rejected	51,383	6,775	28,296	86,454
Other				
Totals	372,073	26,919	511,678	910,670
Flax—				
No. 1 Northwestern Canada		7,092	26,000	33,092
No. 2 C. W.	686,294	8,946		695,240
No. 3 "	296,286	6,033		302,319
No. 3 "	81,669	403		82,072
Rejected	40,716	3,110		43,826
Other				
Totals	1,104,965	25,584	26,000	1,156,549
Corn			11,862	11,862
Total quantity in store	13,164,213	1,226,912	13,332,785	27,723,910

**Quantity of United States Wheat, Oats, Rye and Corn in Store at the following
Public Elevators in the East, for the week ending June 29, 1917.**

	Wheat.	Oats.	Rye.	Corn.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
<i>June 29, 1917.</i>					
Depot Harbour		411,702			411,702
Aberdeen Elevator Co.	3,933	95,778			99,711
Midland Elevator Co.	50,043	746,373		8,527	804,943
Tiffin, G. T. R.			39,950	177,644	220,972
Harbour Commissioners No. 1.	4,278		15,357	453,207	478,921
" " 2.	10,357				
Total, United States Grain	68,611	1,253,853	54,407	639,378	2,016,249

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East, on June 29, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>June 29, 1917.</i>			
Terminal Elevators.	6,704,807	6,459,406	13,164,213
Interior Terminal Elevators.	761,989	464,923	1,226,912
Public Elevators in the East.	4,669,005	8,663,780	13,332,785
Total, ...	12,136,801	15,588,109	27,723,910
<i>June 29, 1916.</i>			
Terminal Elevators.	14,860,366	6,249,605	21,109,971
Interior Terminals.	1,630,598	426,281	2,056,879
Public Elevators in the East.	6,881,075	7,067,687	13,948,762
Total, ...	23,372,039	13,743,573	37,115,612
<i>July 2, 1915.</i>			
Terminal Elevators.	2,399,718	2,355,147	4,754,865
Interior Terminals.	164,066	245,337	409,403
Public Elevators in the East.	1,374,777	2,081,723	3,456,500
Total, ...	3,938,561	4,682,207	8,620,768
<i>July 2, 1914.</i>			
Terminal Elevators.	3,599,772	4,578,411	8,178,183
Public Elevators in the East.	5,363,615	5,006,561	10,370,176
Total, ...	8,963,387	9,584,972	18,548,359

TRADE INQUIRIES.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, REGINA, WINNIPEG, INDUSTRIAL BUREAU, CHAMBRE DE COMMERCE DE MONTREAL, MONCTON, N.B., SAULT STE. MARIE, ONT., and FORT WILLIAM, ONT.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1023. **Railway sleepers.**—A railway engineer in France wishes to arrange for supplies of railway sleepers in lots from 100,000 to 1,000,000. The sizes of sleepers generally used are:—

2	metres	60	centimetres	long.
0	"	24	"	wide.
0	"	14	"	thick.

1024. **Machines, tools and materials.**—A French concern which is erecting large works for the manufacture of locomotives and railway materials wishes to secure supplies of machines, tools and materials from Canada.

1025. **Locomotives and railway materials.**—A French railway engineer wishes to get in touch with Canadian manufacturers of locomotives and railway materials.

1026. **Men's furnishings.**—An old-established firm of merchant tailors and outfitters in Demerara would like to hear from Canadian manufacturers.

1027. **Trunks.**—A firm in Demerara selling trunks invites correspondence from Canadian manufacturers.

1028. **Galvanized sheets.**—A hardware firm in British Guiana desires to import from Canada galvanized iron sheets and barbed wire.

1029. **Harness and leather.**—A firm in Demerara wishes to be put in touch with Canadian manufacturers of harness and leather.

1030. **Oats.**—A firm in Demerara would like to receive quotations on Canadian oats.

1031. **Nails.**—Manufacturers of horseshoe nails are asked to communicate with a firm in British Guiana.

1032. **Platedware.**—A jewellery firm in British Guiana makes inquiry for Canadian plated and fancy silverware.

1033. **Optical goods.**—A firm of opticians in Demerara would like to import optical goods from Canada.

1034. **Plated tableware.**—A well-known firm in British Guiana asks to be put in touch with Canadian manufacturers of plated tableware and fancy articles in sterling silver.

1035. **Glassware.**—A firm in Demerara would like to import Canadian glassware.

1036. **Mirror plates.**—A firm in Demerara inquires in regard to mirror plates from Canada.

1037. **Furniture.**—A furniture dealer in British Guiana would like to receive catalogues from Canadian makers.

1038. **Iron bedsteads.**—Manufacturers of iron bedsteads might do well to send catalogues to a firm of furniture dealers in Demerara.

1039. **Dry goods.**—A large and old-established firm in Demerara would like to hear from manufacturers in Canada *re* the following lines: silk threads, silk coats, prints, men's undershirts, white duck and drill.

1040. **Groceries.**—A large grocery firm in British Guiana inquires for the following: evaporated fruit, compressed vegetables, fancy biscuit, jam, cocoa, and chocolates in fancy packages for Christmas trade, oatmeal, bacon, salmon.

1041. **Platedware.**—A firm of jewellers in Demerara would like to communicate with Canadian manufacturers of platedware.

1042. **Paper.**—A stationery firm in British Guiana inquires for newsprint, paper and papeteries.

1043. **Lead pencils.**—A stationery firm in Demerara would like to import Canadian lead pencils.

1044. **Lanterns.**—A hardware firm in Demerara desires correspondence with Canadian manufacturers of lanterns.

1045. **Paper.**—A well-known firm in Demerara inquires for newsprints, wrapping paper, stationery sundries, paper and papeteries.

1046. **Sugar and rum.**—A gentleman in Demerara, secretary to several sugar companies, solicits correspondence with Canadian refiners and brokers.

1047. **Agencies.**—A firm of manufacturers' agents in British Guiana would like to represent Canadian houses in following lines: cement, nails, hardware, and cheese.

1048. **Tea.**—A firm in Demerara would like to be put in communication with Canadian exporters of tea.

1049. **Dry goods.**—A large firm in Demerara in the dry goods trade makes inquiry for tropical underwear of wool or cashmere, silk threads.

1050. **Soaps and perfumes.**—A firm of druggists in British Guiana inquires for soaps and perfumes.

1051. **Pharmaceutical preparations.**—A large drug firm in British Guiana would like to get in touch with Canadian druggists.

1052. **Chocolates.**—A drug firm in British Guiana invites correspondence from Canadian manufacturers of chocolates.

1053. **Dry goods.**—A large firm in Demerara in dry goods would like to obtain from Canada the following: prints, trouserings, hosiery and underwear.

1054. **Hardware.**—A firm in British Guiana makes inquiry for the following: ice-chests, mirror plates, baby carriages, spring window blinds, fibre mats and wax paper.

1055. **Glassware.**—Manufacturers of glassware in Canada are asked to communicate with a well-known firm in British Guiana.

1056. **Furniture.**—A furniture dealer in Demerara asks for addresses of Canadian manufacturers of wicker furniture, cheap mats and carpets, and linoleums.

1057. **Boots and shoes.**—A manufacturers' agent in Jamaica would like to represent Canadian boots and shoes in that colony.

1058. **Flour.**—A manufacturers' agent in Jamaica is desirous of representing a Canadian flour milling company.

1059. **Pianos.**—Canadian manufacturers of pianos desiring representation in Jamaica are asked to communicate with a manufacturers' agent there.

1060. **Grain.**—A manufacturers' agent in Jamaica would like to get in touch with exporters of split peas, oats, hay, etc., from Canada.

1061. **Canned goods.**—A manufacturers' agent in Jamaica wishes to hear from Canadian manufacturers of canned goods, with a view to representing them.

1062. **Motor-cars and accessories.**—A manufacturers' agent in Jamaica would like to secure an agency for motor-cars and accessories.

1063. **Paper.**—A manufacturers' agent in Barbados would like a Canadian agency for paper and stationery.

1064. **Boots and shoes.**—A manufacturers' agent in Barbados makes inquiry for Canadian boots and shoes, with view of securing an agency.

1065. **Canned goods.**—A manufacturers' agent at Barbados desires to represent a firm of Canadian canners.

1066. **Toilet soaps and perfumes.**—Canadian manufacturers of toilet soaps and perfumes are asked to communicate with a manufacturers' agent at Barbados.

1067. **Pencils and penholders.**—A London firm state that they can take pencils (black, copying, coloured, etc.) and penholders to practically any amount in regular shipments for cash.

1068. **Representation in Trinidad.**—The head of a long-established commission house in Port of Spain, Trinidad, which has travellers throughout the West Indies and successfully represents in those colonies a number of the most important manufacturing industries in Canada is now visiting Canada. He would like to arrange to represent a few additional lines of Canadian manufactures. Full particulars can

be obtained from the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1069. **Three-ply birch.**—An importing company in New Zealand wishes to arrange for supplies of three-ply birch. The sizes of sheets are 60 by 36, 72 by 36, thickness 4 millimetres or about three-sixteenths of an inch, one side to be sanded. Prices f.o.b. Montreal, St. John, Halifax and Vancouver.

1070. **Agents.**—A London firm wish to represent as agents wholesale firms of good standing dealing in produce. The following is a list of the articles they more particularly refer to: canned and evaporated apples; beans; cereals; chicory; chocolates; cocoa; extracts; flavouring; canned, dried, evaporated and preserved fruits; canned meats; oatmeal; split peas; pearl barley; spices; canned salmon; canned vegetables; corn; canned fish; gelatine; honey; jams, jellies and preserves; canned lobsters; condensed milk; oats. In the case of articles the importation of which is now prohibited, they would like to make arrangements for business after the war.

1071. **Agencies.**—A London firm are prepared to entertain agencies for manufacturing and other firms exporting goods from Canada to the United Kingdom.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

- (*Circulated within Canada only.*)
Containing Reports of Trade Commissioners and General Trade Information

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

- *Canada Year-Book. (*Price, \$1.00.*)
- *Census Returns. (*Price of volumes vary.*)
- *Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, Lonja del Comercio. Apartado 1290, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, care of H. B. M. Consul, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaya, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Bukhgozla Ulitsa No. 4, Onisk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street, Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nasseau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania, Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bagota, British Consul General.

Ecuador:

Quitto, British Consul General.
Guayquill, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

Commercial Intelligence Journal

VOL. XVII.



No. 703.

WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, JULY 16, 1917.



Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

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PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

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The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, July 16, 1917.

No. 703

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. Norman D. Johnston.*)

BRISTOL, May 31, 1917.

MARKET FOR VARIOUS ARTICLES OF WOOD.

There is a large demand in the United Kingdom for many articles of wood. At the present time the importation into Great Britain of articles manufactured of wood is greatly restricted but manufacturers should be seriously considering trade after the war. There are many firms in Canada which are producing or could produce products suitable for export. Some concerns now making goods for the domestic market could probably extend their manufacture to embrace certain articles required in this country, and other firms at present engaged on war work may be looking around for wooden products in demand which could without very great difficulty be made after the close of hostilities on the machines that are now being utilized for the production of commodities for war purposes. To these the appended information will probably be of interest.

It is suggested that Canadian concerns who are likely to have any products of a similar nature to those mentioned below, or other articles, should communicate with this office, as firms in this district have expressed a desire to be put in touch with Canadian houses able to supply these products. Those firms who have made connections and have samples in the United Kingdom will be in the best position to capture the trade after the close of hostilities.

DEMAND FOR DOORS.

There is a demand for doors, particularly those with four and six panels as illustrated:—



Four Panels.



Six Panels.

These doors are required in yellow pine or other soft woods and importers here do not like them made of dowels. They should be morticed and tenoned and should be both square framed m.o.s. and flush moulded.

The thicknesses most in use are $1\frac{1}{2}$, $1\frac{3}{4}$, and $1\frac{1}{2}$ inches and the sizes as follows: 6 feet 4 inches by 2 feet 4 inches; 6 feet 6 inches by 2 feet 6 inches; 6 feet 8 inches by 2 feet 8 inches.

TOOL HANDLES REQUIRED.

The demand for tool handles is very great. The question of price seems to have been the chief factor in preventing Canada obtaining a larger share of the trade in the past, but it is not likely that labour will ever be as cheap in the United Kingdom or in the different parts of Europe as it was prior to the war on account of the greater scarcity of men and of the fact that people have become accustomed during the war to higher wages. Canada has large quantities of most of the timbers suitable for the production of handles and with the installation of up-to-date machinery Canadian manufacturers ought to be in a good position to supply great numbers of the various kinds of handles to the United Kingdom. The following will indicate the types of handles in demand, and producers would do well to investigate more fully the possibility of supplying this extensive market, bearing in mind the changed post-war conditions:—

Hay Fork Handles.

The hay fork handles (illustration No. 1) in demand are straight and are usually of ash. They are sold in sizes of 4, 4½, 5, 5½, 6, 6½, 7 and 8 feet in length with a diameter of about 1½ inches. The wholesale price in 1914 ranged from about 5s. to 10s. (\$1.22 to \$2.43) per dozen when made of English quartered ash and from about 2s. 3d. to 9s. (55 cents to \$2.19) per dozen when of American ash. The ends are usually turned.

Manure Fork Handles.

Manure fork handles (illustration No. 2) are sold straight or bent and with turned ends; the usual lengths are 4, 4½, and 5 feet with diameters of about 1½ inches. In the bent or straight English quartered ash the wholesale prices ranged in 1914 from about 5s. 9d. to 7s. (\$1.40 to \$1.70) per dozen, and in the American ash, straight, from about 3s. 6d. to 4s. 6d. (85 cents to \$1.10) per dozen, while the bent sold from about 4s. to 5s. (97 cents to \$1.22) per dozen.

Rake and Hoe Handles.

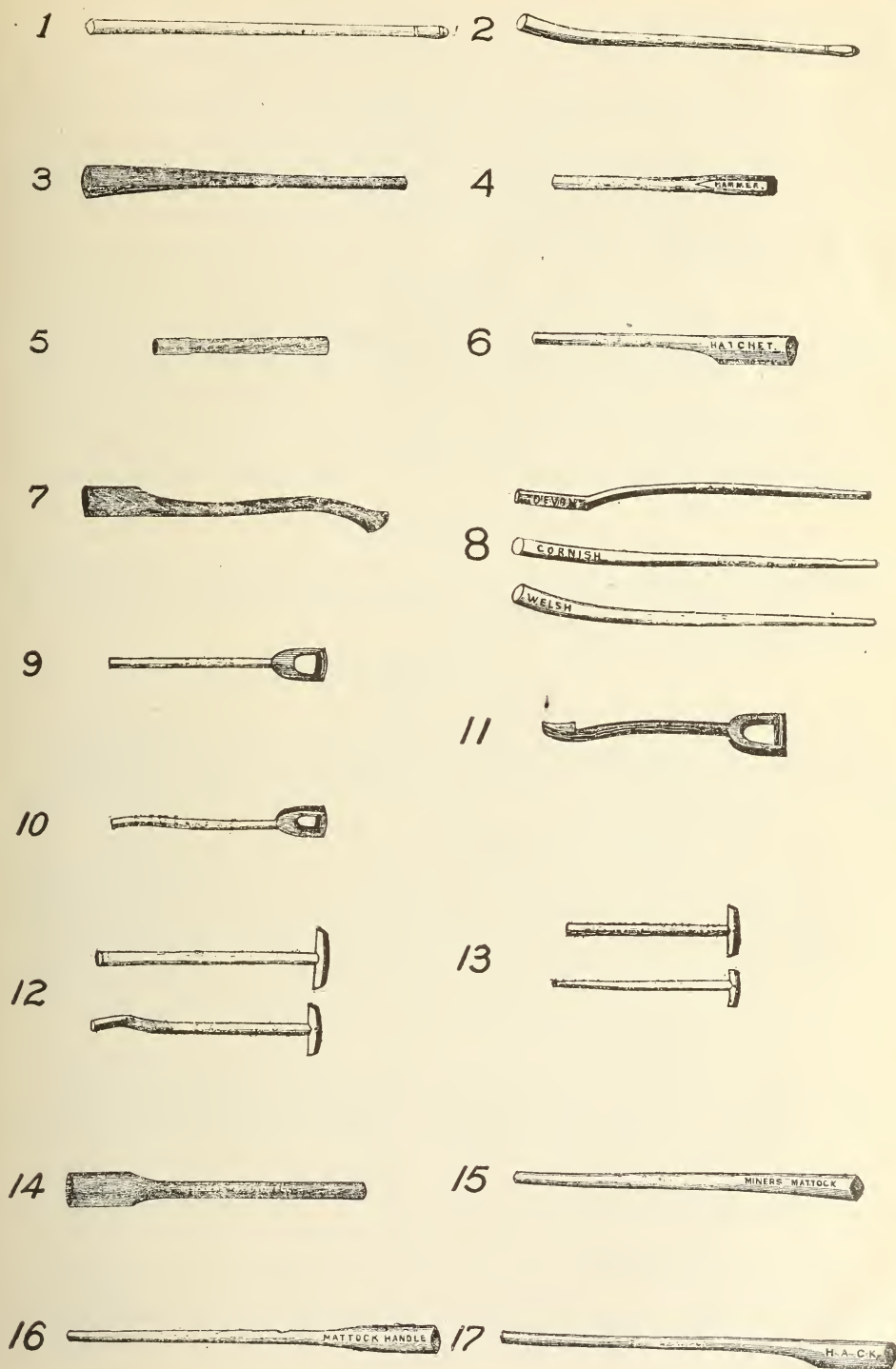
The rake and hoe handles are straight and the lengths are 4, 4½, 5, 5½ and 6 feet with a diameter of 1½ inches. The shape is similar to that of the hay fork handle, the only difference being that they are smaller in diameter. The ends are turned. The wholesale selling prices in English quartered ash in 1914 ranged from 4s. 6d. per doz. for the 4-foot size up to 7s. (\$1.70) for the 6-foot size per dozen, and in American ash from 2s. (49 cents) up to 4s. 1d. (99 cents) per dozen.

Navy Pick Handles.

Navy pick handles (illustration No. 3) are made of maple and hickory in lengths of 36, 39 and 42 inches. The 36-inch size has by far the greater sale. In 1914 the wholesale price for 36-inch maple handles was 4s. 9d. (\$1.16) and for hickory handles, 5s. 6d. (\$1.34) per dozen.

Hammer and Sledge Handles.

The English hammer and sledge handles are of the shape illustrated (in illustration No. 4) and are of ash. The hammer handles are 12, 14, 16, 18 and 20 inches in length and wholesaled in 1914 from about 1s. 3d. (30 cents) for the smallest to 2s. 3d. (55 cents) for the largest per dozen. The English sledge handles are 24, 30, 36 and 42 inches in length with a wholesale price of from 3s. 3d. to 5s. (79 cents to \$1.22) per dozen.



American-made Handle.

The American-made hammer and sledge handles are of hickory. The difference in the shape will be noted (in illustration No. 5). There are large numbers of the previously mentioned kinds made in the United Kingdom, and as there is a large demand for the American type this would appear to be the best kind to manufacture in Canada for export, especially as it is similar to the handle used in Canada. The hammer handles are of similar sizes to the English-made handles and ranged in wholesale price in 1914 from 1s. 4d. to 2s. 6d. (32 cents to 61 cents) per dozen. The sledge handles are in three sizes of 24, 30 and 36 inches, and wholesaled in 1914 for about 3s. 3d., 4s. 3d., 4s. 9d. (79 cents, \$1.03, \$1.16) per dozen.

Hatchet Handles.

Hatchet handles (see illustration No. 6) are sold in English ash and American hickory. The former run in 12, 14, 16, 18, 20 and 24-inch sizes which ranged in wholesale price in 1914 from 2s. 6d. to 3s. 10d. (61 cents to 93 cents) per dozen, while the latter sell mostly in the sizes of 14, 16, 18, 20 and 24 inches, which sold in 1914 at from 1s. 9d. to 3s. 3d. (43 cents to 91 cents) per dozen. Hatchet handles are also sold of a similar shape to that shown of a felling axe handle.

Felling Axe Handles.

The Fawn Foot felling axe handles, as shown (illustration No. 7) are made of hickory and sold generally in 30 and 36-inch sizes, which wholesaled in 1914 for 6s. and 6s. 3d. (\$1.46 and \$1.53) per dozen.

Shovel Handles.

The Devon, Cornish and Welsh patterns, which find a ready sale, are shown in illustration No. 8. These shovel handles of English ash sell in 4½, 5, 5½ and 6 feet lengths at (in 1914) 5s. 6d., 6s., 6s. 6d. and 7s. 6d. (\$1.34, \$1.46, \$1.58 and \$1.82) per dozen.

Spade, Shovel and Manure Fork Trees.

The straight eye trees (illustration No. 9) are mostly in 30 and 32-inch lengths which wholesaled in 1914 for 6s. and 6s. 6d. (\$1.46 and \$1.58) per dozen, respectively.

Bent eye trees (illustration No. 10) are also required 30 and 32 inches in length. The wholesale selling price in 1914 was 6s. 6d. and 7s. (\$1.58 and \$1.70) per dozen.

The bent-footed eye trees (illustration No. 11) are made 28 inches in length and sold in 1914 for 6s. 6d. (\$1.64) per dozen. If they were riveted an extra charge of 6d. (12 cents) per dozen was made.

Straight or bent crutch trees (illustration No. 12) wholesaled in 1914 at about 3s. 9d. (91 cents) per dozen. They are generally about 30 or 32 inches in length.

Crutch socket or tapered trees (see illustration No. 13) 24 to 30 inches long, when straight sold wholesale in 1914 at 3s. (73 cents) and when bent 3s. 1d. (75 cents) per dozen.

All of the above spade, shovel, and manure fork trees are mostly made of ash.

Hickory Mandrills and Pick Handles.

The illustration shown is (illustration No. 14) a Welsh mining mandrill handle. This handle is made of hickory 32 inches in length and in two sizes 3½ and 4-inch widths, which sold wholesale in 1914 for 5s. 6d. and 5s. 9d. (\$1.34 and \$1.40) per dozen respectively.

There are two kinds of hickory pick handles which find a very large sale, the "Universal" and the "Acme." The former is 32 inches and the latter 30 inches in

length. They both wholesaled in 1914 for 4s. 6d. (\$1.10) per dozen. The difference between the mandrill and pick handles is in the cut of the handle. The "Universal" has a slit in the centre of the end which runs the full width of the handle, while the "Acme" has two slits across the end of the handle.

Ash Mattock and Pick Handles.

Mattock and pick handles are made in England largely of ash. The miners' mattock handle as illustrated (illustration No. 15) is 34 inches in length and sold wholesale in 1914 at 5s. 6d. (\$1.34) per dozen.

Pick handles of English ash are made 36, 39 and 42 inches in length and sold in 1914 for 6s. 6d., 7s. and 7s. 6d. (\$1.58, \$1.70 and \$1.82) per dozen. The shape is somewhat similar to that of the navvy pick handle.

The general purpose English mattock handles of ash (illustration No. 16) with the sizes of eyes from $2\frac{1}{2} \times 1\frac{1}{2}$ to $2\frac{3}{4} \times 1\frac{3}{4}$ are sold largely in 42, 48 and 54-inch lengths, with wholesale prices (in 1914) of 6s., 6s. 6d. and 7s. (\$1.46, \$1.58 and \$1.70) respectively per dozen.

Hack Handles.

Hack handles (illustration No. 17) are made of English ash in 48 and 54-inch lengths which wholesaled in 1914 for 6s. and 6s. 6d. (\$1.46 and \$1.58) per dozen.

SCYTHE SNEATHS IN DEMAND.



American Scythe Sneath.

There is a good market for scythe sneaths in this district. A scythe sneath is preferred which is fitted or furnished with three slots and an iron ring on the end as illustrated. The handles should be on rings so that they can be moved about according to the reach of the person using the scythe. The American sneath shown above when polished and furnished complete sold wholesale in 1914 at 18s. (\$4.38) per dozen. The size required is the usual standard size.

An English make in ash sold wholesale in 1914, unfurnished, for 8s. (\$1.95) or furnished complete for 19s. 6d. (\$4.75), and in willow, unfurnished for 7s. 6d. (\$1.82) or furnished complete for 18s. 6d. (\$4.54) per dozen.

BROOM STOCKS AND HANDLES REQUIRED.

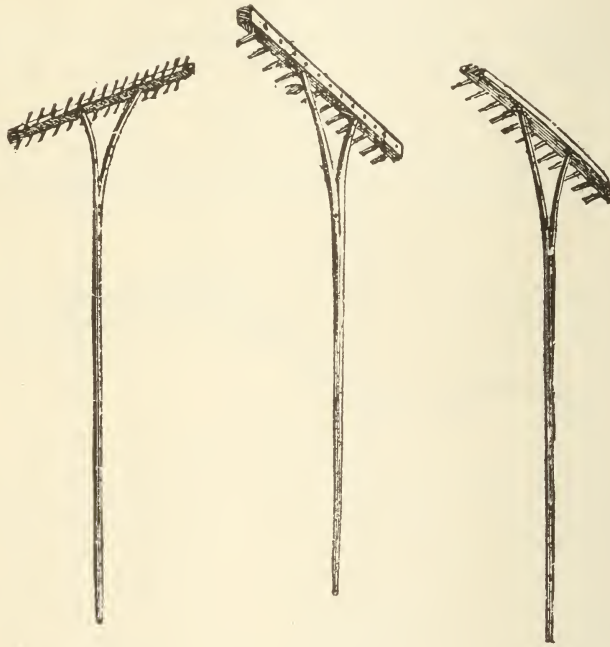
There is a very extensive market for spruce or alder broom stocks and handles for bass and hair brooms. Very few broom stocks are made in England. They are imported principally from Norway and Sweden turned and cut in half with a large hole bored for the handle. Large quantities could be sold in the United Kingdom round or half round and with the hole bored or not. A large Bristol importer states that if Canadian firms could ship the stocks in the round they could do the sawing and boring themselves. The stocks are used from $2\frac{1}{2}$ to $4\frac{1}{2}$ inches in diameter and from 11 to 14 inches in length, although some are made as long as 18 inches. The pre-war price for 12-inch broom stocks was 12s. (\$2.92) a gross but the more recent price is from 36s. to 40s. (\$8.76 to \$9.73) a gross.

Broom handles are used from 1 to $1\frac{1}{4}$ inch in diameter, the standard being $1\frac{1}{8}$ or $1\frac{1}{4}$, and from 50 to 52 inches in length, some being made up to 6 feet in length. The general sizes are 50-inch by 1-inch, 50-inch by $1\frac{1}{8}$ -inch, 50-inch by $1\frac{1}{4}$ -inch, 50-inch by $1\frac{1}{2}$ -inch, but the sizes which find the greatest sale are 50-inch by $1\frac{1}{8}$ -inch and

50-inch by 1½-inch. The pre-war price was about 16s. (\$3.89) a gross, but the price has been more recently 36s. to 40s. (\$8.76 to \$9.73) a gross. Spruce and alder are the best woods, as birch curls when imported into the United Kingdom. The stocks and handles are imported in bags containing a gross and upwards. There is a great shortage of broom stocks and handles at the present time and the Government have been asking for tenders by the 100,000.

OPENING FOR HAY RAKES.

The following illustrations will indicate the types of rakes made in the United Kingdom and sold in large quantities:—



The difference in the design of the English hay rake as compared with those manufactured in Canada will be noticed. The Canadian rakes are too expensive to compete with the English makes. The people here are accustomed to a rough, strong, cheap rake. As long as the hay rake will do the work they do not wish to pay more for the sake of having a better finished article. It would be better if Canadian firms made up a cheaper grade of hay rake for export which would compete with the products manufactured in this country. The teeth should be put in the head of the rake before shipment, but the heads should be packed separate from the handles in order to save space.

The ordinary ash hay rake shown in the first illustration has the greatest sale. They are made with 14, 16 or 18 teeth and wholesaled in 1914 for 6s. 3d., 6s. 3d. and 6s. 6d. (\$1.52, \$1.52, and \$1.58) per dozen, respectively. The "Cambrian" hay rakes of ash sold wholesale in 1914 for 8s. (\$1.95) per dozen, while the Welsh hay rakes with double teeth askew sold for 8s. 3d. (\$2) per dozen.

The sizes of the Canadian rakes are usually all right as they have 12, 14, 16 or 18 teeth and a head of about the right length.

MARKET FOR DOWELS.

A large demand is experienced in the United Kingdom for birch dowels or curtain rods.



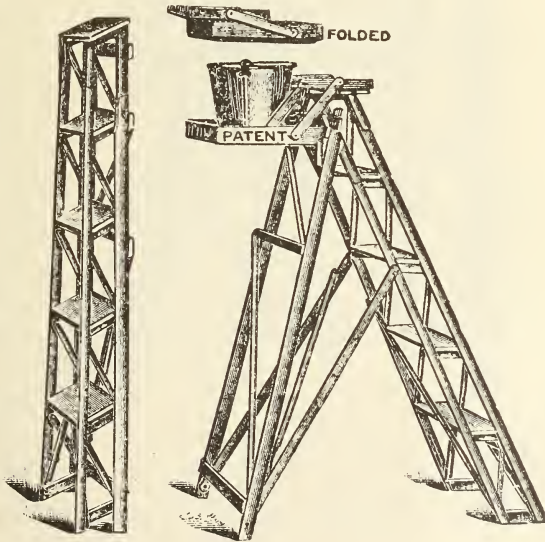
Bundle of Dowels.

Dowels or curtain rods are generally of birch. They are principally used in lengths of 30, 36, 42, 48, and 54 inches and diameters of $\frac{3}{8}$, $\frac{7}{16}$, $\frac{1}{2}$, $\frac{5}{8}$, and $\frac{3}{4}$ inch. In order to give an indication of prices, 36-inch dowels with diameters of $\frac{3}{8}$, $\frac{7}{16}$, and $\frac{1}{2}$ inch were sold delivered to the wholesaler for about 2s. 9d., 3s., and 4s. (67c., 73c., and 97c.) per gross. These were then wholesaled at about 3s. 6d., 4s., and 5s. (85c., 97c., and \$1.22) per gross. The dowels are generally done up in bundles of 100, 200 or a gross pieces.

STEPLADDERS WANTED.

Large quantities of stepladders are used in the United Kingdom. Lightness is one of the great essentials in these products. They are generally made with from three to ten treads with, in most cases, ten and a half inches between the treads. Some are made with eight and a half inches between the treads. The following illustrations show an English-made stepladder which has found a very extensive sale in the United Kingdom. It was patented but the patents have now run out. It is made of deal, birch, oak or teak. Those in deal and oak have found the most ready sale.

LATTICE STEPLADDER.



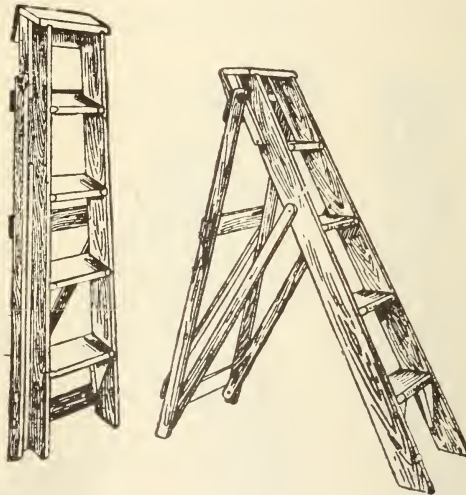
An indication of the different retail prices of the different sizes manufactured, showing the height when closed or open, the number of treads, the weight in deal and the distance between the treads, are given in the appended table:—

Height Closed.	Height Open.	Number of Treads.	Deal.	Birch.	Oak.	Teak.	Weight in Deal.	
ft. ins.	ft. ins.						lbs.	
2 3	2 2	3	4/3	5/4	6/3	11/3	6	} 8½ inches between treads.
3 0	2 11	4	5/3	7/5	8/9	13/6	8	
4 6	4 3	6	7/3	9/8	11/-	18/3	12	
6 0	5 7	8	9/3	12/3	14/3	23/-	16	
1 10	1 9	2	3/6	4/7	5/3	8/6	5	
2 9	2 7	3	4/6	5/7	6/6	10/6	7	
3 8	3 5	4	5/6	7/7	9/-	14/-	9	} 10½ inches between treads.
4 7	4 3	5	6/6	8/7	10/-	16/6	11	
5 6	5 1	6	7/6	9/11	11/6	19/-	13	
6 7	5 11	7	8/6	11/1	12/9	22/-	15	
7 6	6 9	8	9/9	13/2	15/3	25/3	18	
8 5	7 7	9	11/6	15/8	18/-	29/9	21	
9 4	8 5½	10	13/9	18/10	21/9	35/3	24	

Varnishing is 6d. (12 cts.) per tread extra.

Up to the end of 1915 the wholesaler was given 33½ per cent and 10 per cent off the above list, but after 1915 the price advanced 10 per cent.

A patent detachable bucket holder or tool tray, as shown in the illustration, is also made to fit these stepladders; the retail price is 1s. (24 cents) extra, and the wholesaler gets the above discount off this price. As some people prefer a stepladder with solid sides a large sale is found for the following heavier pattern.



Solid Stepladders.

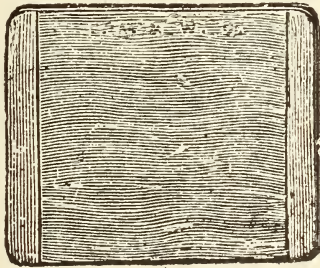
The retail prices when plain or varnished for the different sizes are as follows:—

Treads.	Heights when closed.		Plain.		Varnished.	
				\$ cts.		\$ cts.
3.....	2 ft.	9 ins.	2/9	0 67	3/9	0 91
4.....	3 "	8 "	3/8	0 89	5/-	1 22
5.....	4 "	7 "	4/7	1 11	6/3	1 52
6.....	5 "	6 "	5/6	1 34	7/6	1 82
7.....	6 "	7 "	6/5	1 56	8/9	2 13
8.....	7 "	6 "	7/4	1 78	10/-	2 43
9.....	8 "	5 "	10/6	2 55	13/6	3 28
10.....	9 "	4 "	11/8	2 84	15/-	3 65

The same discount to wholesalers was given for these ladders as for the lattice type, being 33½ per cent and 10 per cent off up to the end of 1915, when price advanced 10 per cent.

Requirements of Pastry Boards.

There is a great demand in this country for pastry boards made of white clean wood which are not expensive. Rounded corners, as illustrated, are preferred. The size which used to find the greatest sale was a pastry board 1 inch thick which planed down to ¾-inch thickness. When wood became more expensive they were made half an



Pastry Board.

inch in thickness. Several of these pastry boards have been imported from the United States and some from Canada. The Canadian products are liked better than those of the United States as they are made of white wood, while the American boards are made of basswood which are yellow in colour and do not sell as well as the white boards. Canadian firms should do a good business in these goods after the close of hostilities.

The usual sizes of these pastry boards together with the approximate c.i.f. Bristol prices in 1914 and 1915 are as follows:—

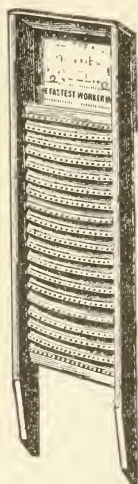
16 inches x 12 inches..	9s.	(\$2.19) per dozen.
18 " x 14 "	10s. 6d.	(2.55) "
21 " x 15 "	12s.	(2.92) "
24 " x 16 "	15s.	(3.65) "
27 " x 17 "	18s.	(4.38) "

Pastry boards are also sold in the following sizes: 18 by 12, 20 by 14, 22 by 15, 24 by 18, 27 by 19, and 30 by 18 inches.

LARGE SALE FOR WASHBOARDS.

A large sale is experienced for different kinds of washboards and inquiries have been received for washboards entirely of wood and for wooden washboards with corrugated zinc fronts.

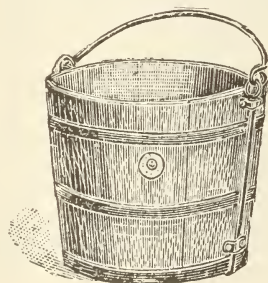
The all wood washboards are wanted 17 inches in height and should be dovetailed. These used to be 4s. 6d. (\$1.10) or less per dozen c.i.f. Bristol, but those that were last imported from the United States cost 6s. or 7s. (\$1.46 or \$1.70) and are now probably dearer.



Zinc-faced Washboard.

A washboard such as the one illustrated finds a good sale in the United Kingdom. What is wanted is a washboard 12 inches wide by 24 inches long, with dovetailed sides, hardwood cross bars at back, and zinc fronts corrugated, perforated and arched. These sold in normal times at about 6s. (\$1.46) per dozen, c.i.f. Bristol, or English port.

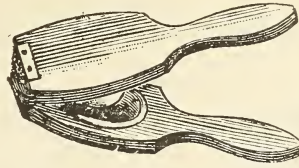
HORSE PAILS IN DEMAND.



American Horse Pail.

Horse pails are used in large quantities. The illustration shows a pail manufactured in the United States which finds a ready sale in the United Kingdom. This pail is of oak and is heavily ironed and is varnished. It has a flush bottom. The strap ear runs down the side of the bucket and is so constructed that it fits over the loops and laps under the stave at the bottom. The strap is fastened to the bucket with rivets and the hoops, which are galvanized, are kept securely in their place. The c.i.f. price (Bristol) was about 19s. (\$4.62) and they wholesaled at 24s. (\$5.84), retailing at 36s. (\$8.75) per dozen.

OPENING FOR LEMON SQUEEZERS.



German Lemon Squeezers.

The above illustration shows a lemon squeezer which the Germans supplied to this market and which had a good sale. It was made of wood with a china cup inside to receive the lemon and had a lapped hinge. The delivered price was about 3s. (73 cents), the wholesale price 4s. 6d. (\$1.10) and the retail price 6s. 9d. (\$1.64) per dozen. The china cups wholesaled at 2s. (49 cents) per dozen or 3s. per dozen pairs.

MARKET FOR WOODEN SPOONS.



English made spoon.

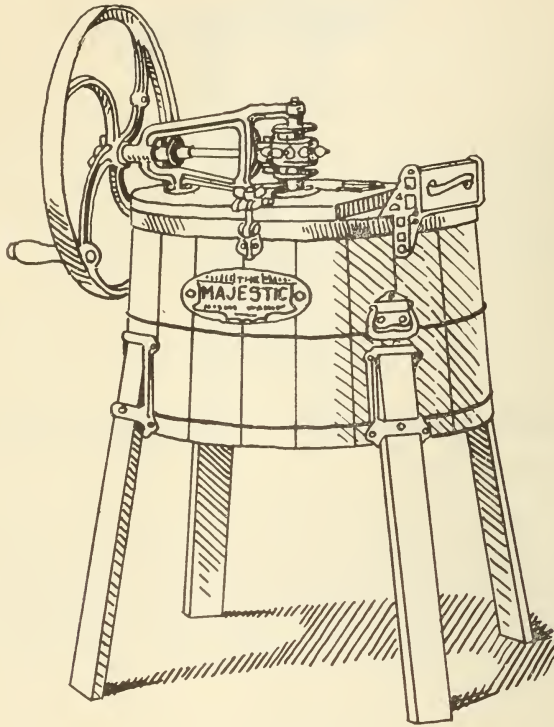


American made spoon.

Two types of wooden spoons are shown which are sold in large numbers. The English products are made of beech in sizes of 8, 10, 12, 14, 15, 16, 18 and 20 inches in length, having a large bowl and sold wholesale at from 7s. 6d. (\$1.82) per gross for the smallest size to 32s. (\$7.79) per gross for the largest size. The American spoons were imported in 13- and 14-inch lengths with turned bowl and wholesaled for 9s. 6d. (\$2.31) and 13s. (\$3.16) per gross respectively. They were generally imported in cases of about 10 gross.

DEMAND FOR WASHING MACHINES.

Large numbers of various kinds of washing machines are sold on this market. The following is one type of American rotary washer which has been sold in good quantities.



American Rotary Washer.

This patented American rotary washing machine is made in sizes suitable for families, hotels, laundries, institutions, etc. The tub is of Virginia white cedar and the galvanized hoops are electric welded and are imbedded in grooves in the staves. The corrugations are on the inside of the tub only, the top fitting in tightly just above where the corrugations end, thus making the tub steam tight. Rotary bearings are used on the machine. The c.i.f. Bristol price in 1916 was 19s. (\$4.62) each.

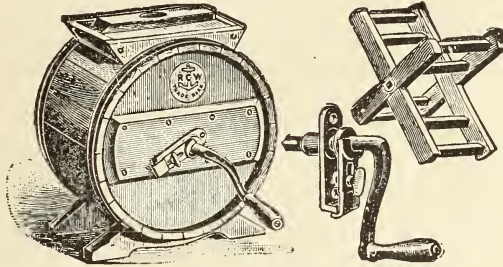
If any Canadian company have a washing machine which they wish to introduce in the United Kingdom it is suggested that they communicate with this office.

POSSIBILITIES OF SUPPLYING CHURNS.

In the United Kingdom there are a great number of market towns and as home-made butter is preferred to the factory made article, although of course large quantities of factory made butter are sold, the farm women from the surrounding districts bring their home manufactured butter for sale on the market each week. Although the factory system is gaining in importance this state of affairs is likely to last for a long time to come and farmers will continue to use churns in large quantities. There are a number of churns made in England but some United States firms have sold a great number of churns throughout the country, and one concern has maintained an office here for years. In many of the English makes the body of the churn does not move but has a revolving spatula or dasher and some swing on a cradle. About fifteen

months ago the factors here were selling one well known American make to the farmers at 32s. (\$7.79), but as the factors have to give longer credits (about twelve months) they would have to buy the churn at a much lower figure. The farmers in the United Kingdom will not buy a poorly finished churn and the better grades of churns find the best sale. The churn which is required is one which would be purely Canadian in design.

The following American-made cylinder churn has found a good sale in this market:

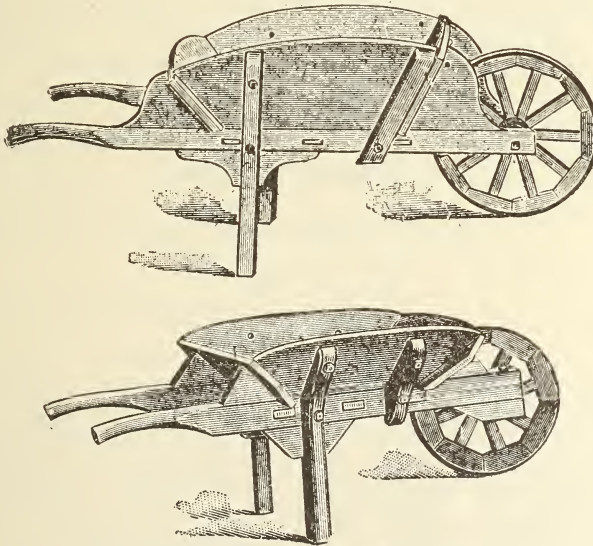


American made Cylinder Churn.

This cylinder churn is made in sizes to contain 3, 4, 7, and 10 gallons, and in 1915 the c.i.f. costs to the importer were 10s. 5d., 12s. 6d., 14s. 7d. and 16s. 8d. (\$2.53, \$3.04, \$3.55, and \$4.05) respectively, less forty per cent and five per cent.

WHEEL BARROWS REQUIRED.

A great many wheel barrows are used in the United Kingdom for general purposes, navy and other work. Two wheel barrows which find a ready sale are here shown in order to illustrate the kinds of barrows in demand:



General Purpose and Navy Wheel Barrows

These wheel barrows are shipped knocked-down in crates of six and are made of hardwood with bolted frames. They are of the standard size. In 1916 the general purpose wheel barrow in crates of six cost 12s. 6d. (\$3.04) and the navy barrow cost 1s. (24 cents) less, c.i.f. Bristol. The wholesaler sells these barrows singly set up as in illustration, or not set up, or in crates of six.

CLOTHES PEGS WANTED.

Clothes pegs are also in great demand in Great Britain. Both the ordinary and the spring clip clothes pegs have been imported in large quantities and there will be a big market for these products. The ordinary clothes pegs are required $4\frac{1}{2}$ inches in length although some have been imported 5 inches in length. They are packed five gross in a wooden case ($22\frac{1}{2}$ inches x $9\frac{3}{4}$ inches x $6\frac{1}{4}$ inches deep outside) and ten boxes weigh a little under two hundredweight. They are imported from the United States by the carload (1,500 boxes) and shipped monthly from New York. The price varies: it has been as low as 1s. 9d. (43 cents) per box but at the end of 1915 the price was from 2s. 8½d. to 3s. (66 cents to 73 cents) per box c.i.f. Bristol or chief English port.

The spring clip clothes-pegs are wanted in the usual standard sizes.

ASSISTANCE GLADLY GIVEN.

In conclusion let it be said that on account of the great variety of commodities in demand it has only been possible to deal with each product more or less briefly. If any Canadian concerns are considering the possibilities of manufacturing for export or anticipate exporting certain of these articles which they have been producing for the home market and will write to this office giving all particulars and if possible illustrations or samples, the market for their products will be inquired into, all possible information and details as to the requirements of the market will be given, and, if desired, will be put in touch with firms in this district likely to be interested with a view to representation.

Most of the commodities mentioned have been imported either from the United States or Canada, mostly from the former, and it would appear that Canada ought to be able to do a very large trade in these products after the war. All possible arrangements should be made and samples sent to the United Kingdom so that the agents may have attended to preliminary business and be in a position to take orders immediately on the close of hostilities.

Next month's report will continue to deal with articles in demand in Great Britain which Canada ought to be able to supply. The report will be devoted to various hardware products for which there is a good market in the United Kingdom.

RUSSIA IN ASIA.

REPORT OF TRADE COMMISSIONER.

(*Mr. L. D. Wilgress.*)

OMSK, SIBERIA, May 10, 1917.

POLITICAL CHANGES AND TRADE.

While it is too early to give any general forecast as to the effect which recent political changes will have on the economic situation in Siberia, it may nevertheless be of interest to point out some of the tendencies which will probably influence the manner in which trade is conducted in this territory. Among other measures which are considered as almost certain to be put into force may be mentioned the establishment in Siberia of zemstvos or provincial and district assemblies created on an elective basis and the opening up to private enterprise of the lands which up to the present have been under the control of the Imperial Cabinet. These two measures in themselves will have an important influence on the commercial and economic development of the territory. It may also be expected that the removal of restrictions on the development of commerce will receive the special attention of the new Government and that everything possible will be done to facilitate the profitable utilization of the natural resources of Siberia.

THE ESTABLISHMENT OF ZEMSTVOS.

The extension of the zemstvo system to Siberia has long been urged by representative public bodies throughout the country. It has been reported that the authorities were planning the adoption of such a course before the war. The development of the zemstvos has been one of the most interesting features of the growth of industrial and political life in Russia. They consist of provincial and district assemblies created on an elective basis and operating for the benefit of the people they represent. They have control over nearly all purely local affairs but have been subject in various ways to the jurisdiction of the representatives of the central Government. The zemstvos have been of great assistance to the development of trade and industry. They have the right to establish credit institutions for granting loans on real estate and movable property, taking deposits and discounting bills of exchange and to raise loans from the Government and other sources upon authorization from the State. They also take an active part in matters of education, the building of roads, telegraph and telephone services, etc. It is especially in connection with the improvement of agriculture that the influence of the zemstvos has been felt. The purchase of agricultural machinery and implements by the zemstvos of Russia amounted before the war to over \$5,000,000 a year. These machines were resold to the peasants on easy terms of payment. In addition to maintaining experimental stations, the zemstvos employ trained specialists to study the requirements of the various districts and to instruct the peasants in up-to-date farming methods. The efforts of the zemstvos to better agricultural conditions have been aided by the Government and by the establishment of agricultural societies, mutual credit societies and village banks.

The establishment of zemstvos in the more developed provinces of Siberia should therefore add to the progressive forces at work in the territory, especially in regard to all that relates to purely local affairs. The elected representatives being leading members of the community they represent, are usually better able to judge the requirements of the district than officials appointed by and under the close supervision of the central Government at Petrograd. The zemstvos will also add to the factors facilitating trade in Siberia. This particularly applies to the sale of agricultural implements and machines and of other articles which the peasants use. Moreover since the zemstvos are among the most progressive forces at present at work in Russia, it is probable that their scope will be greatly extended in the future. Hence the provincial and district assemblies which will be established in Siberia should have an even greater sphere of influence than those which at present exist in European Russia. The zemstvos should therefore play an important part in the future economic development and progress of the territory.

THE CO-OPERATIVE MOVEMENT.

The zemstvos already established in Russia have taken great interest in the introduction and development of co-operation among the rural population. The principle of co-operation is a natural corollary of the system of village communes under which the bulk of the peasants live. Co-operative societies at present embrace more than a third of the population of Russia, and play an important part in the life of the peasantry. In addition to credit associations which supply the peasants with floating capital, the growth of co-operation has helped to diffuse the use of improved appliances among the agricultural population, and to improve agricultural methods. In Siberia the co-operative movement has been especially important in connection with the development of the butter industry. The extension of the principle in other directions has also been very marked in recent years, and a number of unions of co-operatives have been formed. This movement must be considered an important factor for facilitating trade, since it leads to collective purchasing and simplifies the credit question. It may be expected that the new Government will encourage the

growth of the co-operative movement. Hence with the establishment of zemstvos there should result an even more widespread application of the principle of co-operation among the peasants of Siberia.

DEVELOPMENT OF CABINET LANDS.

One of the results of recent political changes has been to convert into national property the lands which hitherto have been under the control of the Imperial Cabinet. These lands include some of the most fertile agricultural and richest mineral districts of Siberia. They consist of two large areas, the Altai district of Western Siberia and the Nerchinsk district in the province of Trans-Baikalia. The lands under the jurisdiction of the Cabinet in the Altai district comprise practically all that part of the province of Tomsk which lies to the south of the main Trans-Siberian Railway line. The total area of these lands is 175,078 square miles, of which 99,140 square miles has been allocated to the towns, peasants, freehold settlers, and native tribes, on perpetual lease or other terms. The fertile districts in the foothills of the Altai mountains are comprised in the above area. This is considered to be the most productive agricultural region in Siberia. The rich mineral areas of the Altai are also included in the Cabinet property, the mountainous districts comprising an area approximately of 54,843 square miles. The total population settled on the Altai lands of the Cabinet is estimated at 3,000,000.

The second large area of cabinet lands is that of the Nerchinsk district of Trans-Baikalia. These lands have an area of 101,250 square miles and include important mineral districts of the Upper Amur river, as well as some of the best agricultural lands in Eastern Siberia. Approximately 40 per cent of the cabinet lands in Trans-Baikalia have been allotted to the Cossacks and another 16 per cent to peasant settlers.

The total area of the cabinet possessions in Siberia therefore amounts to 276,328 square miles, of which 158,203 square miles have already been allotted. Generally speaking it may be said that the fact that these lands have been under the control of the cabinet has retarded their development. In addition to other minerals, important resources of coal and iron are known to exist on these lands. Little has been done up to the present towards exploring and developing these resources. In regard to gold mining the introduction of the system of concessions has reduced the output of gold on the lands of the cabinet. With the conversion of these lands to national property, free scope will undoubtedly be given to legitimate private enterprise, so that the districts concerned should develop in the future to the extent warranted by their rich agricultural, mineral and timber resources.

CHAMBERS OF COMMERCE IN SIBERIA.

The Department of Trade and Industry has drawn up a plan whereby Chambers of Commerce are to be established in the leading trade centres of the country. According to the *Official Trade Gazette*, the Siberian towns of Omsk, Novo-Nicholaievsk, Irkutsk, and Vladivostok are to be included in this plan. The object of the chambers will be to bring together persons in the district concerned interested in the promotion of trade and industry. The chambers will also establish and maintain institutions useful for the purposes of trade and industry, and will keep a register of trade and industrial enterprises in their district. It is not proposed that the newly created chambers should replace the existing exchange committees, which up to the present have served as practically the only organizations representing the commercial interests of the various centres. These bodies together with other organizations having special trade and industrial aims will continue their activities. The Chambers of Commerce will be under the supervision of the Ministry of Trade and Industry, and will co-operate with the Government in inquiring into and realizing the means for the promotion of trade and industry. In order to unify the activities of the chambers, there will be held periodical provincial and national assemblies of representatives of the various chambers. Subjects of allied and neutral countries may become members of the chambers, provided they have lived in Russia for over five years.

CONGESTION AT VLADIVOSTOK.

The congestion of freight at Vladivostok continues to be serious. The transportation of goods to the interior is hampered by the deficiency in the number of railway cars, and it has been found impossible to move the great quantity of freight arriving at the port. As a consequence factories in Central Russia have to wait a considerable time for goods and materials which they urgently require. Difficulties have also been experienced in the clearing of postal parcels, and it was reported that as many as 26,000,000 parcels were lying at Vladivostok at the end of February waiting to be forwarded to points in the interior. Although new cars are being ordered by the Government, the situation shows little improvement owing to the continual increase in the number of cars required for the transportation of supplies for the army and for the civilian population in the larger towns. At a meeting of the Vladivostok Exchange Committee it was therefore decided to send a telegram to the Transport Branch of the War Industrial Committee requesting that manufacturers be allowed to obtain their own cars from America and Japan for the transport of material from the port. It was estimated that the cost of the cars would probably be covered in two round trips. It afterwards transpired that a special committee on transportation had passed a resolution forbidding the running of private cars for the period of the war. It is reported, however, that the Government has energetically taken up the question, and that before long measures will be devised for the relief of the congestion at present prevailing at Vladivostok.

DISPATCH OF POSTAL PARCELS TO RUSSIA.

The recent arrangements made by the Canadian postal authorities for the dispatch of parcels of light weight to Russia through the port of Vladivostok should prove of great convenience to Canadian exporters wishing to make use of these facilities. With the clearing of the parcels at present lying at Vladivostok, the postal facilities present the most practical means available under present conditions for the sending of goods of light weight to private persons in Siberia and European Russia. The Russian regulations permit the sending through the post of parcels not exceeding 11 pounds in weight. In accordance with the arrangement made by the Post Office Department, a Canadian shipper, having his own forwarding agent at Vancouver, may submit an application to Ottawa, accompanied by certificate of origin, and upon receiving the necessary permit can send his parcel to the forwarding agent at Vancouver, who will hand same over to the postmaster at that port for transmission to Russia. One copy of the certificate of origin visé by a Russian Consul must be given to the Vancouver postmaster, and all goods dispatched in this way must be packed in a wooden box. The charges for sending a postal parcel weighing one pound from Vancouver to the Pri-Amur, Maritime and Saghalin provinces of Asiatic Russia amount to 52 cents, to other parts of Siberia to 81 cents and to points in European Russia to \$1.05. For each additional pound in weight, there is an increase of 8 cents over the above charges.

INVESTMENT OF CAPITAL IN IRON INDUSTRY.

The development of the iron industry in Siberia was referred to in the report published in *Weekly Bulletin* No. 689. It is now announced that the Abakansk Iron Works have been purchased by a Swedish financial group. These iron works are situated near Minusinsk on the Upper Yeneisei River and had been abandoned owing to the lack of sufficient capital and means of transport. It is the intention of the purchasers to considerably enlarge the works and to instal the necessary equipment for the manufacture of agricultural implements and machines on a large scale. The Achinsk-Minusinsk Railway which is now nearing completion passes close to the works. The Abakan deposits from which the iron ore will be obtained have been worked in a desultory way since 1885. These deposits are said to contain 12,000,000 tons of ore. The ores are magnetic, and yield 66 per cent of iron. The Abankan River affords

excellent facilities for the transport of the ores and coking coal is also close at hand. Coal from the Kuznetsk basin can also be utilized. In addition to this development of the Abakansk iron works another company is planning the establishment of a large metallurgical and coke factory near Kuznetsk. Hitherto the supplies of iron required for Western and Central Siberia have been obtained for the most part from the Ural District or the South of Russia. The development of the above undertakings however should result in the production locally of many of the iron products, which are required in the territory, such as agricultural implements, steel rails, mining machinery, iron roofing sheets, etc.

AUSTRALIA.

REPORT OF TRADE COMMISSIONER.

(Mr. D. H. Ross.)

MELBOURNE, May 22, 1917.

PROPOSED EMBARGO ON IMPORTS INTO AUSTRALIA.

The intention of the Commonwealth Government to restrict the importation of luxuries and unnecessary commodities was reviewed in *Weekly Bulletin* No. 692.

Up to this date no investigation, as to what goods or products will come under the restrictions, has been commenced. Action was deferred until after the Commonwealth general elections which took place on May 5.

War precautions regulations to cover the appointment of a board to control the importation of luxuries were gazetted on May 19. It will be the duty of the board to make recommendations in relation to the goods or classes of goods the importation of which, in the opinion of the board, should be prohibited or restricted as being articles of luxury or as being not essential to the general comfort, health, or welfare of the community. If the board is of opinion that the importation of any particular goods or class of goods should be prohibited or restricted and that the production or manufacture of these goods in Australia should be induced, encouraged, or stimulated, either by the payment of a bounty or by any other means, the board may make a recommendation to that effect. The regulations confer upon the board all the powers of a Royal Commission to examine witnesses and take evidence. It is anticipated that the personnel of the Federal Board will shortly be gazetted after which inquiries will be made into the question of defining the articles upon which an embargo may be placed. The Government has announced that the chairman of the board will be former Comptroller-General of the Department of Trade and Customs, and the other members will be nominated by the associated chambers of commerce and manufacturers.

Considerable correspondence, both from Canadian exporters and Australian importers, has been received by this office in reference to the proposed restrictions, all of which is receiving careful consideration.

A RECORD SUGAR CROP IN QUEENSLAND.

Provided favourable weather is experienced and there is no labour trouble, it is stated, on expert authority, that the total output of raw sugar produced from cane grown in the state of Queensland will, in the approaching season, approximate 300,000 long tons, thus easily constituting a record. Hitherto, the highest returns have been 20 tons of cane to the acre, but this year it may be increased to 25 tons

to the acre. While it requires from 8 to 12 tons of cane to produce 1 ton of sugar, it is anticipated that the average net return to the grower will be £45 per acre of cane on the purchasing basis of £21 (\$102.20) per ton of 2,240 pounds offered by the Commonwealth Government for raw sugar produced in 1917, 1918 and 1919.

Estimated Surplus of 40,000 Tons Sugar.

At the end of the 1917 crushing season, a surplus of at least 40,000 tons of raw sugar, over Australian requirements, is looked for. Whether advantage will be taken of the higher values ruling oversea by exporting the probable surplus cannot now be determined. In view of a lighter crop of cane in 1918, it may be decided to retain the surplus for home consumption. If the surplus is made available for export, the geographical advantage of the refinery at Vancouver to the Queensland crushing mills, by reason of less sea carriage, is apparent.

Prices at which Sugar is Sold.

Through the action of the Government controlling the importation of sugar since the war began, and also fixing the price at which the domestic production was acquired, sugar has been sold in Australia at probably lower rates than anywhere else in the world during the period. There has been no restriction on the quantities sold, the wholesale and retail prices being fixed under regulation. The wholesale prices vary from £27 2s. 6d. (\$132) for refined white, to £30 7s. 6d. (\$147.82) for brewers' crystals—per ton of 2,240 pounds—while the retail price for refined white sugar has been fixed at 3½d. (7 cents) per pound. From the wholesale prices the discounts vary from 2½ to 4½ per cent depending on the quantities purchased, and promptitude in payment of accounts.

SALE OF 120,000 TONS OF FLOUR TO BRITISH GOVERNMENT.

Primarily with a view of conserving freight space, the British Government has agreed to purchase as much Australian flour as the mills of the Commonwealth are able to produce over and above the quantity necessary to meet home requirements.

Under the terms of the original contract for the sale of wheat, provision was made for 30,000 tons of flour. At a recent conference of millers, an assurance was given that they could increase the amount of flour for export for Imperial purposes to, approximately, 120,000 tons per annum. This increased output involves the mills working twenty-four hours daily and utilizing their plant to the utmost capacity.

Besides finding additional employment, and a profitable return for the capital invested, this increased tonnage will make available large supplies of bran and pollard which are of great service in feeding cattle.

The immediate effect of the transaction upon the freight situation will be the saving of space estimated to range from 25 to 33 per cent as compared with transporting wheat.

EXPORTS OF FLOUR FROM AUSTRALIA.

Despite the scarcity of tonnage, the flour exports from Australia for the nine months ended March 31, 1917, amounted to 3,717,071 centals, valued at £2,213,418, as compared with 1,341,157 centals, valued at £815,186, in the previous similar period. The chief countries of destination in 1916-17 were as follows:—

Nine Months—	1916-17. Centals.
United Kingdom.. . . .	1,295,644
France.. . . .	666,398
Italy.. . . .	361,928
Philippines.. . . .	143,052
South Africa.. . . .	338,709
Straits Settlements.. . . .	139,139
East Indies.. . . .	297,149
Pacific Islands.. . . .	110,740
New Zealand.. . . .	114,408

SALE OF 1,500,000 BUSHELS OF WHEAT TO NEW ZEALAND.

The New Zealand Government has purchased from the Australian wheat pool 1,500,000 bushels of wheat at 5s. 6d. (\$1.34) a bushel net f.o.b., with an option of taking another 1,000,000 bushels at the same price. The New Zealand Government will provide the tonnage necessary for transport and will pay for the wheat, whether delivered or not, by the end of August next. The sale represents £412,500 and, in view of the shortage of shipping, the transaction is considered favourable to both sellers and buyers.

PROPOSED SHIPMENTS OF AUSTRALIAN WHEAT TO NORTH AMERICA.

During the last six months it has been increasingly clear to those who have followed the trend of events in the world's wheat markets that the economic use of ships would be a prime factor. Owing to the poor condition of American crops, it became plain that only limited quantities of grain could be secured by the Allies from that quarter, which is the closest available source of supply. In Australia an abundant stock was waiting for ships, but these were wanted for other work even more urgently than the grain was needed in Europe. It had, however, been pointed out on several occasions during the last six months that an economic use of shipping might be obtained by allowing Australian grain to be shipped to and consumed in North America, so that the crops of that country could be sent to Europe without fear of famine. During the last few weeks a considerable number of cable messages have been despatched from and received in Australia and, notwithstanding all the costs of handling the grain, it is stated that it has been found possible to adopt this course. For every cargo of Australian wheat delivered at the Pacific ports of North America a similar quantity will be despatched from an Atlantic port to Europe. The grain will be on the water only about three-quarters of the time a cargo direct from Australia takes to reach London. A saving of 25 per cent will therefore be made in the number of ships required, while the risks of transit will be correspondingly reduced. The chief disturbing factor in the system is the congested state of the American railways. Moreover, the Australian wheat will not necessarily cross the whole of the continent but will, it may be assumed, be used in the centres of consumption most convenient to the Pacific coast. If the scheme is agreed to in North America, and were at once set into motion, it is considered that its development would considerably relieve the pressure consequent on the extreme difficulty of obtaining shipping space to transport Australian wheat to Europe.

CONTROL OF AUSTRALIAN LEATHER INDUSTRY.

The attempt made some months ago by the Commonwealth Prices Adjustment Board to fix the prices of boots and shoes was abandoned through the difficulties in adjusting the selling prices for the varied grades and styles of footwear. It was considered more simple to regulate the price of leather according to the grade and kind.

Hence, the Commonwealth leather Industries Board has been formed by representatives of the tanners and boot manufacturers and two nominees of the Government, viz.: The prices commissioner and the hides and leather expert. In each State, there is also a local advisory committee.

It is obligatory for each firm or holder of not less than 100 hides to furnish a return each month showing:—

- (1) Number of hides taken off during the month.
- (2) " sold by auction.
- (3) " sold by private sale.
- (4) " exported during the month.

In this way full knowledge will be gained of the operations in hides within the Commonwealth.

The powers of the Board are to:—

(a) Determine the quantities of hides that are required for the purposes of the tanning industry of the Commonwealth.

(b) Determine the classes of leather into which hides may be manufactured.

(c) Determine the quantities of leather which are required for the purposes of the leather manufacturing industries of the Commonwealth.

(d) Determine the quota of the output of leather of each tannery which shall be made available for manufacturing purposes within the Commonwealth.

(e) Determine the quantities of hides available for export from the Commonwealth.

(f) Determine the quantities of leather available for export from the Commonwealth.

(g) Determine standards for the various grades of leather of the classes to which these regulations apply.

(h) Prohibit any person, firm, or company either absolutely or subject to any specified condition or restriction from buying or selling hides or leather.

(i) Require producers, manufacturers, and dealers to furnish such returns as to hides and leather, and boots and shoes made from hide leathers, as are specified by the Board.

The regulations provide *inter alia* that:—

(1) The classes of leather to which the regulations shall apply shall be those used by Commonwealth manufacturers in the manufacture of military boots and boots and shoes for every-day wear by adults and children, namely, sole leather, box hide, and all other cattle hide upper leathers.

(2) The prices at which the classes of leather specified in the regulations may be sold shall not exceed the following:—

For factory sole leather, 1s. 9d. (43 cents) per pound, first quality, 2½ per cent discount 30 days.

For box hide leather, 1s. 3¼d. (31 cents) per foot, first quality, 2½ per cent discount 30 days.

All other standard cattle hide upper leathers, the same relative values of such leathers to box hide existing on December 1, 1916.

Prices for Raw Hides not Fixed.

Hides will be examined by inspectors appointed by the Board in each state, who will give certificates for each lot inspected by them.

The prices at which the tanner may sell his leather are fixed, but the prices at which the owner of the raw hides may sell them to the tanner are not fixed. Safeguards, it is claimed by the Board, have been made against any imposition on the tanners by the owners of raw hides. As these hides are perishable goods, owners cannot hold indefinitely; and the Board has power to suspend from business in hides any owner who demands from the tanner a price for the raw hides which, in the circumstances, is unfair. It would be just as hard to fix fair prices for the many grades and kinds of hides as it would be to fix the price of boots and shoes, and the Board is loth to attempt it.

It is claimed by the Board that the fixing of prices for leather of the kind needed for boots and shoes will benefit the tanners in other ways, because only a portion of the leather manufactured in Australia is used to make footwear.

Although the regulations have only recently been gazetted, representatives of the producers are dissatisfied with the prices for hides prepared by the tanners which involves a reduction of from 1½d. to 2½d. (3 to 5 cents) per pound from the current basis of values, which reduction, however, has not yet received the approval of the Board.

While the contentions of the producers are likely to receive sympathetic consideration, their action aptly illustrates the difficulties in fixing prices on an equitable basis to all the parties concerned.

DEVELOPMENT OF THE CONDENSED MILK INDUSTRY.

Several condensed milk factories have, for a number of years, been established in the Australian states. The largest business is that conducted by the Nestle and Anglo-Swiss Condensed Milk Company for Australasia which operates several factories. Recently this company decided to immediately erect two additional factories, and also to double the capacity of their works in the state of Victoria which, it is stated, would make it the largest condensed milk factory in the world. The Commonwealth factories have adequate supplies of milk available and their output has practically replaced the imported article. High freights, and a customs duty of from 3 cents (preferential to the U.K.) to 4 cents (general tariff) per pound, preclude the competition of over-sea lines.

AUSTRALIAN WOOL FOR CANADA AT LAST.

After the most arduous and prolonged negotiations of the Department of Trade and Commerce, Canada, with the Imperial authorities in London, a cable was, yesterday, received by the Central Wool Committee in Melbourne, authorizing shipments of some 16,000 bales of Australian wool for the requirements of Canadian woollen mills. This morning, application was made for the reservation of space for at least 1,000 bales for shipment by the next available steamer for Vancouver. Considerable shipments of wool have recently been made to Allied countries in Europe, and it is stated that an application has been received from the United States Military Department for wool required for the clothing of the proposed expeditionary forces from that country.

The demand for Australian wool is much greater than the supplies available until the 1917 clip is marketed.

ACUTE POSITION IN THE METAL TRADES.

The iron and steel position in Australia is becoming acute. Steel plates and sheet values have a decidedly upward tendency. No supplies can be obtained from Great Britain, and American rates are extreme. There is a marked scarcity of galvanized iron, it being almost impossible to procure supplies either on spot or to arrive. America does not appear to be able to guarantee shipment during any specified month, and importers are chary of making commitments which will only be filled after the termination of the war.

Supplies of even the minor lines of shelf-goods are difficult to secure in Great Britain, whatever the metal they contain. Before an order can be accepted by an English manufacturer, the Australian buyer must make formal application to the Commonwealth Director of Munitions, setting out in tabular form the item and quantity it is desired to purchase, name of the manufacturer, stock on hand, estimated period for which the stock will last, and the estimated period which the goods ordered will suffice for requirements. There is no indication of any material relief in the near future, hence engineering and industrial works, depending upon imported iron and steel, view the outlook with apprehension. Hardware merchants are running short of supplies of builders' requirements although there is much less construction proceeding than in previous years.

NEW ZEALAND.

REPORT OF TRADE COMMISSIONER.

(Mr. W. A. Beddoe.)

AUCKLAND, May 14, 1917.

TRADE OF NEW ZEALAND.

The trade returns to the end of March for New Zealand complete the figures for the commercial year ended March 31, 1917. The most striking feature is the enormous increase in the value of imports. The official valuation is not only a record, but the total shows the largest increase over any previous year. This may be generally attributed to the higher prices now ruling in most commodities, but other factors contribute largely to the extraordinary increase, ocean freights being responsible for a large portion of the increase.

Then again, when importers found themselves short of supplies during the earlier period of the war, they took the precaution of providing for a possible curtailment of their indents by ordering greatly in excess of requirements. Some sent duplicate orders. After endless delays some of these long ordered goods have come forward, some recent shipments including merchandise ordered in 1915. To-day, large stocks are held although there is a continued scarcity in some lines.

Comparative Statement of Imports and Exports.

Omitting specie, which needlessly complicates and obscures the exact position, the total trade for the past five years compares as follows:—

	Exports.	Imports.	Excess.
1912-13..	£22,643,265	£21,309,688	£ 1,333,577
1913-14..	23,438,428	21,835,154	1,603,274
1914-15..	27,465,803	19,805,057	7,660,746
1915-16..	33,468,391	21,308,431	12,159,960
1916-17..	30,534,310	25,425,748	5,108,592

Even this enormous total does not represent the value of the goods imported, as the system of valuing tolerably accurate before the war does not record the cost to the importer, but the value at the port of shipment. Nominally there is a surplus of exports amounting to over £5,000,000.

Trade Balance will be Altered.

When sufficient shipping space is available enormous accumulations of produce, now stored at every port and in freezing works, will be released. Only a fraction of the season's production has so far been moved, and the winter will be over before the Dominion can reap the full financial benefit of the good season now drawing to a close.

Origin of Increased Imports.

It is instructive to note that the principal increases in imports have been enjoyed by the United States and Japan. The following table illustrates this:—

	1917.	1916.	1914.
United Kingdom..	£13,739,654	£11,669,393	£12,811,337
Australia..	3,628,516	4,146,073	3,167,735
Canada..	766,045	714,891	465,116
Fiji..	1,097,378	1,096,813	923,450
United States..	4,178,138	2,788,187	2,186,606
Japan..	663,172	351,246	163,647

Canadian imports show a marked increase since 1914, but a small increase only last year. It is American and Japanese trade which advanced by leaps and bounds, the former being nearly double, and the latter more than quadruple that of the ante-bellum period. Both these trades are growing at the expense of British trade.

The Canadian Position.

The position is difficult from a Canadian standpoint. Canadian exporters are too busy with remunerative war orders to retain or foster overseas trade at the moment. This office receives a large correspondence from Canada on this subject, the pith of it is "make arrangements for us so that after the war we can do business with New Zealand." The best that can be done is to make arrangements, and yet experience proves that in many cases letters receive no acknowledgment.

It is easy to appreciate that manufacturers and exporters cannot reasonably be expected to set apart a portion of their facilities to accommodate New Zealand trade when easy money orders are at their door, but it must be realized that the indifference will make it difficult to supersede those countries which have supplied urgent orders at a time when filling them meant much to the commercial houses at this end. The suggestion is made to Canadian manufacturers that it would be prudent to foster New Zealand trade during this transitory period and keep the chain of commercial communication complete so that after the war they may with propriety expect a large share of New Zealand's orders.

Japanese Trade.

With respect to Japanese trade the value of importations for the first quarter of this year total £179,700, as compared with £79,502 for the corresponding period of 1916.

Decrease in Trade with Certain Neutral Countries.

An interesting feature of the trade for the quarter is a decrease in trade with the neutral countries suspected of having been used as channels for German goods. The following figures show the value of imports for the first quarter of 1916 and 1917:—

	1916.	1917.
Denmark.. . . .	£18,774	£ 6,658
Sweden.. . . .	31,442	21,137
Switzerland.. . . .	16,646	11,058

Trade with the Netherlands and Norway shows slight decreases. Belgium's exports to New Zealand, which were worth £110,391 in 1914, declined to £21,185 in 1915. The value for the first quarter of 1916 was £2,066, and the value for the first quarter of 1917 was £181.

Imports into New Zealand from Canada during the Year ended March 31, 1917.

The following shows the total value of imports into New Zealand from Canada during the fiscal year ended March 31, 1917, together with articles affected by, and value of, the Canadian preference:—

Article.	Value.	Canadian Preference.
I. Foodstuffs of Animal Origin—		
Fish, preserved in tins, etc..	£46,858	1d. per lb.
Provisions, n.o.e..	468	10%
II. Foodstuffs of Vegetable Origin—		
Biscuits.. . . .	1	½d. per lb.
Confectionery—		
Chocolate, in fancy packages.. . . .	240	4%
Unenumerated.. . . .	1,159	½d. per lb.
Food for animals.. . . .	4	10%
Fruits—		
Fresh, apples, etc..	13,804	—
Bottled and preserved.. . . .	442	12½%
Grain and pulse, n.o.e..	36	—
Macaroni and vermicelli.. . . .	223	—
Vegetables, dried and preserved.. . . .	804	10%

Imports into New Zealand from Canada, etc.—Continued.

Article.	Value.	Canadian Preference.
IV. Spirits and Alcoholic Liquors—		
Ale in bottle...	1	—
Whisky...	2,931	—
V. Tobacco and Preparations thereof—		
Cigarettes...	1	—
Cigars...	102	—
VIII. Vegetable Substances—		
Seeds, grass and clover...	9,448	—
IX. Apparel—		
Apparel and readymade clothing...	8,371	—
Boots and shoes—		
Goloshes, slippers, etc...	3,981	11½%
Grindery...	303	—
Gum boots...	3,396	—
Unenumerated...	214	6d. per pair, and 7½% ad val.
Corsets...	10,630	—
Furs and fur trimmings...	854	—
Gloves...	4	—
Haberdashery...	1,982	—
Hosiery...	3,140	—
Hats and caps...	3	—
Hatmakers' materials...	21	—
Umbrellas, parasols and sunshades...	25	—
Drapery...	216	—
Felt sheathing...	1	10%
Mats and matting...	7	—
Cotton piece-goods...	1,522	—
Leather cloth...	194	—
Sewing threads, cottons, etc...	109	—
Rugs, woollen...	1	—
Cordage and rope...	137	10%
Twine, other...	1	10%
Oilcloths, linoleums, etc...	43	—
Waterproof cloth...	8	—
Articles, etc, made up from textiles...	83	—
X. Oils, Fats and Waxes—		
Axle greases, etc...	69	10%
Naphtha, wood...	1,180	—
Oil, n.o.e., in bulk...	803	—
XI. Paints and Colours—		
Ground in oil...	22	6d. per cwt.
Mixed ready for use...	1,749	1s. "
Varnish, lacquer and gold-size...	359	4½d. per gal.
Unenumerated...	13	10%
XII. Stones and Minerals—		
Mill, grind, oil and whet stones...	410	—
XIV. Metal, Unmanufactured and Partly Manufactured, and Ores—		
Iron and steel—		
Bar, bolt and rod...	55,977	20%
XIV. (b) Metal Manufactures, other than Machinery—		
Blacksmiths' anvils, forges, etc...	66	10%
Bolts and nuts...	670	—
Cutlery...	1,703	10%
Fencing staples...	6,879	—
Hardware, hollow-ware and ironmongery...	6,549	10%
Iron and steel—		
Angle and tee...	1,945	20%
Pipes and fittings...	32,367	20%
Channel and girders...	92	20%
Iron and steel, n.o.e...	1,797	10%
Lamps, lanterns and lampwicks...	788	10%
Nails...	52,408	1s. per cwt.
Plate and platedware...	54	10%
Printing materials...	16	10%
Pumps, spraying...	1	—
Rivets and washers...	101	—
Railway and tramway plant...	15	20%
Tinned sheets and plates, plain...	639	—
Tinware and tin manufactures...	102	12½%
Tools and implements...	2,645	—
Wire—		
Fencing, barbed...	6,026	—
" plain...	36,355	—
Iron, n.o.e...	6,608	—

Article.		Canadian	
	Value.	Preference.	
XIV. (b) Metal Manufactures, other than Machinery— <i>Con.</i>			
Wire— <i>Con.</i>			
Wove wire and metal gauze.. . . .	157	10%	
Other, plain.. . . .	2,656	—	
Zinc, perforated or cellular sheet.. . . .	26	10%	
Metal manufactures, unenumerated.. . . .	3,512	10%	
XV. Machines and Machinery—			
Agricultural—			
Cultivators, etc..	1,652	—	
Cutters, chaff, turnip, etc..	121	—	
Harrows, disc.. . . .	3,358	—	
“ other.. . . .	523	—	
Hay rakes, etc..	80	—	
Drills and sowers.. . . .	4,957	—	
Mowers, horse.. . . .	265	—	
Ploughs.. . . .	617	—	
Reapers and binders.. . . .	13,324	—	
Horse grubbers and horse hoes.. . . .	303	—	
Unenumerated.. . . .	6,027	—	
Dairying—			
Churns.. . . .	149	—	
Cream separating machines.. . . .	1,599	—	
Other.. . . .	71	10%	
Electrical.. . . .	931	10%	
Emery grinding machines, etc..	60	—	
Engines, gas, oil and hot air.. . . .	352	10%	
Flying machines (duty was remitted).. . . .	2,057	—	
Mangles, clothes-wringers, etc..	581	—	
Printing machines and presses.. . . .	2	10%	
Sewing machines.. . . .	217	—	
Tools, engineers' machine, etc..	118	—	
Machinery, n.o.e.. . . .	201	10%	
Materials for and parts of.. . . .	1,729	10%	
XVI. (a) India-rubber and Manufactures thereof—			
Hose, tubing and piping.. . . .	749	20%	
Other.. . . .	36	—	
XVI. (b) Leather and Manufactures thereof—			
Belting, leather.. . . .	122	—	
“ other.. . . .	2	—	
Leather.. . . .	22,995	—	
Portmanteaux and travelling bags.. . . .	32	12½%	
Saddlery and harness, n.o.e.. . . .	55	10%	
Leather manufactures, n.o.e.. . . .	62	10%	
XVII. (a) Timber—			
Laths.. . . .	501	—	
Timber, sawn, n.o.e., rough—			
Oregon pine.. . . .	516	—	
Other.. . . .	497	—	
XVII. (b) Wood, Cane and Wicker Manufactures—			
Carriage materials—			
Shafts, spokes and felloes, rough.. . . .	285	—	
“ “ dressed.. . . .	44	—	
Wheels.. . . .	688	10%	
Doors and sashes.. . . .	1,523	10%	
Furniture, cabinetware and upholstery.. . . .	4,896	12½%	
Handles for tools, etc..	487	—	
Mouldings and panels.. . . .	106	—	
Tackle blocks, wooden.. . . .	36	—	
Woodenware and turnery.. . . .	4,842	10%	
XVIII. Earthenware, Chinaware and Cement—			
China, porcelain and parianware.. . . .	5	10%	
Earthenware.. . . .	2	10%	
Glass—			
Crown sheet and common window.. . . .	102	—	
Mirrors and looking glasses.. . . .	51	12½%	
Jars, plain.. . . .	1,683	—	
Bottles, plain, empty.. . . .	169	—	
Glassware, n.o.e.. . . .	557	10%	
Plaster of Paris, gypsum, etc..	705	—	
XIX. (a) Paper—			
Cardboard boxes, materials for.. . . .	2,522	20%	
Bags, n.o.e.. . . .	39	12½%	
Paperhangings.. . . .	7,100	—	
Paper—			
Printing.. . . .	137,150	20%	
Wrapping.. . . .	7,891	2s. 6d. per cwt.	
Writing.. . . .	582	—	
Butter, etc.. . . .	74	—	

Article.	Value.	Canadian Preference.
XIX. (b) Stationery—		
Books, papers and music, printed.. . . .	168	—
Calendars and showcards.. . . .	9	10%
Handbills, circulars, etc..	390	gd. per lb.
Pictures, n.o.e..	33	—
Ink, printing..	2	10%
Stationery—		
Manufactured..	599	12½%
Unenumerated..	2,015	10%
XX. Jewellery, Timepieces and Fancy Goods—		
Fancy goods and toys..	1,405	10%
Jewellery, unenumerated..	24	10%
Watches..	13	—
XXI. Optical, Scientific and Surgical Instruments—		
Cinematograph films..	182	—
Microscopes, telescopes, etc..	515	—
Photographic materials..	44	10%
Scientific..	39	—
Surgical and dental..	118	—
XXII. Drugs, Chemicals, etc.—		
Acetic acid..	329	—
Baking powder..	3	10%
Carbide of Calcium..	5,412	—
Calcium of Chloride..	79	—
Disinfectants..	700	—
Medicinal preparations, etc..	547	10%
Toilet preparations..	475	12½%
XXIII. Miscellaneous—		
Cartridges, n.o.e..	266	10%
Firearms..	425	10%
Asbestos..	23	—
Boats, launches, etc..	44	10%
Ship-chandlery, n.o.e..	5	—
Brushes, brushware and brooms.. . . .	255	12½%
Combs, hair and toilet..	837	10%
Instruments, musical—		
Organs and harmoniums..	852	10%
Pianos..	3,218	10%
Action work, keys and metal frames for making organs, harmoniums and pianos..	411	10%
Pianolas, gramophones, etc..	243	10%
Records for pianolas, etc..	29	—
Unenumerated..	78	10%
Packing, engine..	96	—
Harness oil and leather dressing.. . . .	4	—
Soap powder and extracts of..	833	—
Soap, n.o.e..	55	12½%
Vehicles—		
Bicycles and tricycles, materials for.. . . .	226	10%
“ ” “ “	1,020	10%
Motor bicycles, materials for..	2	10%
Motor cars and vehicles..	113,685	10%
“ rubber tires for..	41,088	—
“ materials for and parts of.. . . .	14,319	—
Unenumerated..	165	—
Materials for and parts of..	1,965	—
Carts, drays and wagons..	15	—
Goods manufactured, unenumerated.. . . .	351	—
“ unmanufactured, unenumerated...	17	—
Total, year 1916-17..	<u>£766,045</u>	—
Total for fiscal year 1916-17..	£766,045 = \$3,830,225	
“ “ 1915-16..	714,891 = 3,574,455	
Increase 1916-17 over 1915-16..	£51,154 = \$255,770	

Principal Increases and Decreases.

The following comparative tables give the particulars of the principal increases and decreases in the imports into New Zealand from Canada for the fiscal year ended March 31, 1917, as compared with the fiscal year ended March 31, 1916:—

Increases.		Decreases.	
Fish, preserved, in tins.	£ 6,800	Sausage casings and skins.	£ 1,600
Confectionery, unenumerated.	900	Fruits, bottled and preserved.	600
Fruits, fresh, apples.	3,000	Grain and pulse—Wheat.	22,000
Whisky.	2,000	Grain and pulse—Flour.	30,000
Boots and shoes.	1,400	Iron and steel—	
Corsets.	3,000	Pipes and fittings.	66,000
Furs and fur trimmings.	700	Lamps, lanterns, etc.	600
Haberdashery.	800	Metal manufactures, unenumerated.	1,400
Hosiery.	2,700	Engines, gas and oil.	600
Paints, mixed, ready for use.	1,700	Carriage materials—	
Iron and steel—		Wheels.	400
Bar, bolt and rod.	33,700	Doors and sashes.	1,000
Angle and tee.	1,400	Furniture, etc.	600
Unenumerated.	1,700	Plaster of Paris.	800
Cutlery.	1,700	Wrapping paper.	6,000
Fencing staples.	4,000	Carbide of calcium.	400
Hardware, etc.	4,000	Motor cars and vehicles.	29,000
Motor cars and vehicles—		Shingles.	500
Materials for and parts of.	10,000	Zinc, plain, sheet.	600
Rubber tyres for.	23,000		
Vehicle parts and materials.	1,200		
Nails.	36,000		
Tools and implements.	1,200		
Wire fencing, plain.	35,000		
Wire fencing, barbed.	4,000		
Wire, iron, n.o.e.	4,000		
Wire, other, plain.	2,000		
Machinery—			
Agricultural.	3,000		
Cream separators.	1,000		
Flying machines.	2,000		
Materials for and parts of.	1,000		
Woodenware and turnery.	2,600		
Glass jars, plain.	900		
Paper—			
Paperhangings.	1,200		
Cardboard boxes, materials for.	1,000		
Fancy goods and toys.	1,000		
Pianos.	3,000		
Soap powder.	700		

Increase of Trade Last Fiscal Year.

For the year ended March 31, 1917, the imports into New Zealand from Canada amounted to £766,045 = \$3,830,225, an increase over the previous year of £51,154 = \$255,770. Since 1913 the trade has expanded by £349,184 = \$1,745,920. In other words, since war began the trade with New Zealand has very nearly doubled.

The following table will be interesting as disclosing the trade between the two dominions since 1910:—

1910.	£200,818
1911.	281,725
1912.	301,338
1913.	416,861
1914.	465,116
1915.	585,874
1916.	714,891
1917.	766,045

CAPACITY OF FREEZING WORKS.

There are 41 freezing works in the Dominion of New Zealand, with a total killing capacity of 130,300 sheep and 3,590 cattle. The storage space is equal to 4,647,000 freight carcasses of 60 pounds each. The shipping problem here at the moment is embarrassing, and there appears to be no solution in sight. It is alleged that there

are 2,500,000 frozen sheep carcasses stored in the works, and 250,000 boxes of butter, and at least 150,000 bales of wool, all awaiting shipment.

The recent loss of two New Zealand vessels has had a serious affect upon shipping the produce from this country. Vessels from England, in consequence of the restriction of exports, cannot secure full cargoes for New Zealand, so that it is becoming more embarrassing as time goes on not to have available vessels for the return journey.

WHO CAN MAKE THIS CURTAIN ATTACHMENT?

Mr. W. A. Beddoe, Canadian Trade Commissioner in Auckland, N.Z., writes that the New Zealand patentee of a curtain attachment which combines ring and fastener is anxious to have the same made in Canada for export to New Zealand. Any Canadian firm in a position to manufacture this article could quickly get in touch with the inventor by sending to the Canadian Trade Commissioner in New Zealand quotations by the gross c.i.f. New Zealand ports. Plan, samples and specifications may be seen on application to the Department of Trade and Commerce, Commercial Intelligence Branch, Ottawa, File No. 18063.

MARKET FOR HARDWARE IN STRAITS SETTLEMENTS AND FEDERATED MALAY STATES.

The following information taken from the *Board of Trade Journal*, regarding opportunities for trade in hardware, cutlery, and cooking utensils in the Straits Settlements and the Federated Malay States was received from the Malay States Information Agency in London:—

As soon as they are free to develop trade, the agency suggests, British manufacturers of hardware, cutlery, and cooking utensils should direct their attention to the opportunities offered in the Straits Settlements and the Federated Malay States.

These branches of trade were, prior to the outbreak of the war, largely in the hands of German and Austrian firms, probably because they supplied the cheaper classes of goods required by the natives, who are gradually being educated to the use of foreign manufactured goods.

In 1913 the total value of the imports of hardware and cutlery into Straits Settlements ports amounted to £158,961, of which amount Germany and Austria-Hungary supplied goods to the value of £78,571, or nearly half of the total; while the share of the United Kingdom amounted to £40,582. In 1915, imports from the United Kingdom amounted to £31,252. Imports from Japan increased from £3,333 in 1913 to £16,199 in 1915.

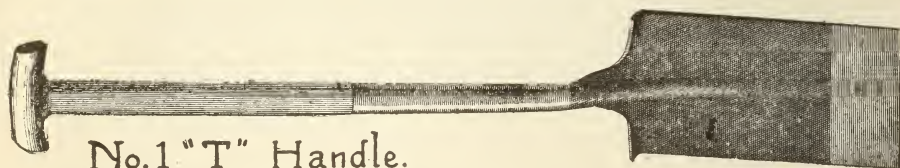
A feature of this trade is the large proportion of imports retained in the Straits Settlements. Penang and Singapore are great distributing ports for manufactured articles throughout the whole of the Malay Peninsula, also for Borneo, Netherlands East Indies and Siam; but in this trade the bulk of the imports appears to have remained in the Straits Settlements.

The trade in cooking utensils is smaller than that in hardware and cutlery, but is, nevertheless, substantial. In these goods China takes the lead. This is not strange, as she probably supplies the demands of the larger number of Chinese settlers in the Malay peninsula with just the sort of cooking utensils required. The total value of the imports of these goods into Straits Settlements ports amounted to £81,970 and £63,377 in 1913 and 1916, respectively. Of the 1913 total, Germany and Austria-

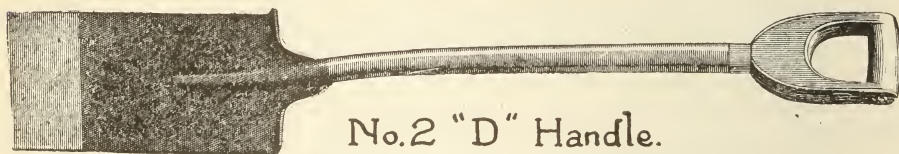
Hungary furnished goods to the value of £34,149, China £25,264, and the United Kingdom only £4,859. This is a trade which might well receive attention from British manufacturers, as reference to the foregoing will show that German and Austrian manufacturers seem to have catered for the requirements of the market prior to the war better than British firms did, and the latter would be well advised to become thoroughly acquainted with the class of goods in demand amongst the Europeans and the natives.

OPENING FOR ELASTIC STEEL SPADES IN SOUTH AFRICA.

Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, has sent in the following description and illustrations of elastic steel spades much in use in South Africa. Samples of similar spades were also shown at the Enemy Samples Exhibition which was held by the Department of Trade and Commerce in the fall of 1916.



No. 1 "T" Handle.



No. 2 "D" Handle.

Previous to the war, Germany exported to South Africa elastic steel spades in thousands of dozens.

The illustrations shown above are of an English-made spade; the size of blade is 12 inches by 8 inches. The T handle is the big seller, as it is so much easier to repair than the D handle.

For farm work in this country, the D handles do not give the same satisfaction as the T handles. There are a limited number of D handles imported. The elastic steel spade is, of course, the main factor, but it is well to note the peculiarities of this market in regard to the handles.

In the full length socket, the present quotations f.o.b. England, D handle, the price is 36s. per dozen, and the T handle, which is the big seller is 33s. 6d. per dozen. The three-quarter size socket which measures 20 inches in length is sold 30s. per dozen in D handle and 28s. per dozen in the T handle. Another good selling length of socket is the half size, which is 12 inches in length, sold in England with T handle at 26s. per dozen.

Several English manufacturers are making an effort to secure this trade, but so far there is only one English-made elastic steel spade which is considered a good substitute for the German spade, which found such a big market before the war. The pre-war price on the German elastic spade in the half size or 12-inch socket, in their No. 2 quality varied from 13s. 9d. to 15s. per dozen, including packing, which was a jute cloth, covering the whole of the parcel, and not the blade only, which is the English system of packing.

The elastic steel quality of the spade is tested by every farmer purchasing one or more spades and for success in this line the spade must spring back into shape without any sign of a dent.

The spade is described as made of rolled steel and the socket as turned trend.

Canadian manufacturers prepared to compete in this article are requested to send samples and full details covering prices, terms, commission allowed to agent, method of packing, and other instructions. With data of this kind in hand a representative will be appointed who can book immediate business, and therefore save considerable time.

CANADIAN PRODUCE PRICES IN UNITED KINGDOM.

The Canadian High Commissioner's office has furnished the following market quotations for Canadian produce for the week ended June 6, 1917:—

Cheese—

Bristol.....	160/	162/	per cwt.
Liverpool.....	—	—	"
London.....	160/	162/	"
Glasgow.....	—	—	"

Butter—

Bristol.....	—	—	"
Liverpool.....	—	—	"
London.....	—	—	"
Glasgow.....	—	—	"

Bacon (sides)—

Bristol.....	132/	134/	"
Liverpool.....	127/	130/	"
London.....	124/	128/	"
Glasgow.....	120/	122/	"

Hams (long cut, green)—

Bristol.....	—	—	"
Liverpool.....	129/	131/	"
London.....	130/	132/	"
Glasgow.....	—	—	"

CANADA AT ONE TIME THE WORLD'S GREATEST PRODUCER OF POTASH.

(*The Canadian Chemical Journal*).

The National Potash Corporation in our May number made some strong claims for their method of extracting potash from feldspar as a by-product of cement manufacture. While these pages are open for information on any new method the publication of such claims does not imply our endorsement of them till proof of success is given. It may be stated that there are already over a thousand processes patented in the United States and Canada for producing potash from feldspar. Most of those that have promise of commercial success are based upon experiments made years ago by W. H. Ross, of the United States Bureau of Soils. Mr. Ross found that when one part of feldspar and three parts of calcium carbonate were ignited for about an hour at a temperature of 1400° the potash was volatilized and the clinker remaining was suitable for cement. If the lime was replaced by a quantity of calcium chloride equivalent to the alkalis in the feldspar the potash was vaporized in half the time. Hence it was concluded that potash could be set free from feldspar by substituting it for clay in the making of cement and that it might be collected from the flue dust. And as the ordinary substances used in cement-making contains some potash that percentage could also be recovered by volatilization. This recovery from flue dust is sometimes effected by electrical precipitation. When powdered feldspar was digested with water and 1.7 parts of lime at a pressure of ten to fifteen atmospheres 90 per cent.

of the potash passed into solution in the form of hydroxide and the residue had the composition required for cement clinker. Such pressure can safely be produced in an ordinary boiler.

We are not aware that any great advance has been made upon the experiments mentioned, and success here depends just now on good business methods combined with good location and raw materials that yield a high percentage of potash with cement or other by-products to share the cost of treating the rock.

The chemist of to-day who thinks of the production of potash in terms of the output of Stassfurt will be surprised to learn that at the middle of the last century between two-thirds and three-fourths of the world's product of potash came from Canada. Regarding this product as a Canadian industry it will be equally surprising to learn that for many years the export of potash and pearlash ranked next to, lumber in the shipment of forest products to other countries. In the fifties the export, of potash and pearlash from Upper and Lower Canada for several years exceeded a million dollars in value per year and a million dollars was a big sum to the Canadians of those days. It was very important to the individual settler in the first half of the last century, because it was the one product of all his varied labours that could be depended on for ready money. It was paid for in cash whereas most of his other earnings and crops were traded for groceries, dry goods and implements. His wool went to the custom woollen mill and came back in cloth or in roll cards for the settler's wife to spin; the wheat went to the grist mill and came back largely in flour and feed, and butter and home-made cheese came back in other groceries; but potash always came back in real money.

In many parts of the country the manufacture of pot and pearl ash became a specialized industry carried on all the year round. Men were employed in going through the settlements, collecting the ashes saved by the farmer who burnt his timber, not more for the sake of clearing the land than for the sake of the money obtained from the sale of the ashes. Many farmers had their own pots and converted their wood into potash, while every new settlement established an "ashery" in which both pot and pearl ash would be made, from ashes hauled in from neighbouring clearings. In 1851 there were 237 asheries in Upper and Lower Canada (Ontario and Quebec). In 1871 there were 519; but by 1891 these had dwindled to 128 for the whole of Canada, and now the industry on this plan is almost extinct. However, during the last few years up to the outbreak of war the exports of potash from Canada averaged about 500 barrels per year, valued at nearly \$25,000, or \$50 per barrel. While during the last century Canada was the world's chief producer of potash she has now become an importer, the imports before the war averaging about 250,000 pounds, valued at about \$9,000. During the first half of the century Great Britain was the world's chief market for potash, and the pre-eminence of Canada in this industry is indicated by the fact that in 1831, for example, Great Britain imported potash and pearlash to the amount of 228,757 cwt., of which 169,891 cwt. came from British America; 15,835 cwt. from the United States, and the balance from Russia and Poland.

Most of this output was exported direct to England, the shipments by the St. Lawrence often amounting to more than a million dollars a year. Considerable quantities went out from Upper Canada by way of Buffalo, and frequent schooner loads came down the Grand river every season for delivery here to New York and New England ports. Potash entered England free from Canada, but until free trade was adopted there was a duty on American potash of six shillings per cwt. The price in England in the thirties was about £1 5s. 6d. for pearlash, and £1 4s. 6d. for potash.

A Canadian work of reference, published in 1863 and edited by Prof. Hind, the geologist, and T. C. Keefer, the well-known civil engineer, described the process of manufacture in Canada as follows: "The produce of the forest of most importance next to lumber has always been pot and pearl ashes. Potashes are made from the

crude ashes by dissolving the soluble portion of the ashes with water, evaporating to dryness and fusing at a red heat into a compact mass, which although grey on the outside is pink within. Pearlash is made by calcining potashes upon a reverberatory hearth until the carbon and much of the sulphur are dissipated. Water is then added and a lye formed which, when evaporated to dryness yields the pearlash of commerce. Canadian potashes contain on an average 60 per cent of carbonate of potassa. Pearlash contains generally about 50 per cent of caustic potassa."

In the fifties the cost of manufacturing was estimated at \$10 per barrel when the selling price in Montreal was \$40, and, therefore, the manufacture of potash was strongly urged as an industry whose profits were certain and permanent. One advocate stated the case thus: "No one item of our available exports is of higher importance than potashes and pearlashes. In a country where it is necessary that vast tracts of wild land should be cleared—land covered with a heavy growth of timber, unless in the main for other purposes than the manufacture of ashes—this needs only to be looked at to discover its utility."

To-day the forests of Ontario are worth for other industries twenty to thirty times the value of their potash and Canadian lumbermen will learn with vexation that in the tract referred to—that is, the region lying between London and Detroit—the timber spoken of as worthless for any use other than potash, comprised birch, beech, oak, pine, maple, elm, cherry, hickory, ironwood, black walnut and many other woods which are now rare and costly.

With the clearing of the forests of Eastern Canada the potash industry declined, and this decline was hastened by the opening of the great deposits of Stassfurt, Germany. But since the war has cut off the German supply, and since Great Britain, the United States, Canada and the other British dominions seem to have determined that they shall be self-dependent as to such products, the present problem is to discover new sources of potash and nitrates—both essential in the field of agriculture, as well as in chemistry. While it is true that in Canada and the United States there has been throughout the last hundred years an enormous waste of material in almost every industry, and none of greater enormity than in wood, yet all that can now be saved of the remnants of our forests will never restore the potash industry on the old basis. It will be interesting to note that the town of New Toronto is now installing under the supervision of its engineers, Messrs. James, Loudon & Hertzberg, a system of incineration for the treatment of garbage, by which potash is recovered to the value of \$7 to \$10 per ton. The incinerator is designed by the Reid Products Company of Toronto, who have installed plants in several towns and have designed a small type for private works. Of the latter, thirty-eight were installed at the military grounds at Camp Borden. Such endeavours to utilize the waste of cities should be encouraged, but, at best, they can only yield a fraction of the potash required.

There is still, however, a source of potash in the feldspar rocks of America, vaster than has ever been exploited from wood, and without doubt chemistry will sooner or later solve the problem of profitably extracting it. There are millions of tons of feldspar rock in Canada and in some sections the potash contents run from 10 to 14 per cent.

The cost of extracting the potash must be reduced by using other elements of the rock as by-products, and aluminium compounds, porcelain and Portland cement can do this in some districts. The making of potash as a by-product of the cement industry is now much talked of in Canada, but the claims made for the processes have not yet been demonstrated on a commercial scale; and, in any case, the output in this class is necessarily restricted to the market obtainable for the cement.

Generally speaking, the areas of feldspar rock in the northern half of this continent yield a porcelain that is whiter and freer from iron, and for this reason large quantities of Canadian feldspar are shipped to the United States, ranging from

11,000 to 18,000 tons per year—to be used in the pottery and porcelain industries, and for the manufacture of artificial teeth, etc., and there would seem to be room for further development of such industries and for aluminium in both countries in combination with potash production. When the nickel areas of Sudbury were opened up, the peculiar combinations of the ore presented a knotty problem to be worked out, but patience, skill and money solved every difficulty, with the result that to-day the Sudbury district now supplies 80 per cent of the nickel output of the world. There is every reason why all obstacles will be overcome likewise in the production of potash, and if so, the primacy in the manufacture of this most essential material will be restored to America.

THE WORLD WAR.

ALLIED COUNTRIES NOW CONTROL SEVENTY PER CENT OF THE WORLD'S TRADE.
(*The British Export Gazette.*)

The term "world war" falls glibly from the tongues of many in Great Britain and Allied countries who, nevertheless, fail to appreciate how accurate the definition really is in regard to a struggle which holds nearly seven-eighths of Europe in its reeking jaws, and reaches out blood-sucking tentacles to nearly all the rest of the world—from Yokohama on the east to San Francisco on the west, from the Arctic seas of Siberia to the southernmost point of the Antipodes. Indeed, even those of our readers who have doubtless given some consideration to the subject will, in all probability, be surprised to learn from the exclusive figures we set forth herewith that the countries now actually engaged in the war represent no less than 85.6 per cent of the entire land surface of the world and over 90 per cent of its population, and that they transacted in the normal times immediately preceding the war upwards of 83 per cent of its total trade. Such are some of the astonishing facts revealed by our tables—tables which, we may add, have been compiled with the utmost care, and, with the exception that some of the figures of exports and imports relate to the year nearest to 1913, and are therefore only approximate, may be taken to be as accurate as is possible in face of the difficulties obvious to such a compilation. For purposes of reference they should be invaluable.

Allies now Dominate the World's Markets.

We prefer to let the tables speak for themselves rather than to analyse them with any detail. But undoubtedly the fact next in significance to the one emphasizing the overwhelming predominance of the nations now at war when compared with the steadily decreasing number of those that still remain for the moment neutral, is the enormous disparity between Allied and enemy countries in regard to area, population, and commercial activities. As will be seen, the Entente and their Allies monopolize more than 83 per cent of the earth's land surface, over 82 per cent of its population, and upwards of 71 per cent of its trade, whereas Germany and the other enemy countries she has skilfully duped into what is for her and them a suicidal conflict, can claim no more than 2.5 per cent of the world's land surface, 8.5 per cent of its population, and about 12 per cent of its trade and commerce. When it is remembered that the Huns set forth on their predatory expedition with the definite object of obtaining the military dominance of Europe, and therefore the commercial dominance of the world, it will be realized how great is the Nemesis which has turned their nefarious plans into their condign punishment. Instead of conquering Europe they are now reduced to defending their very life as a nation against the ever-tight-

ening cordon of steel drawn around them. Instead of the commercial conquest of the world, they have not only permanently lost a number of valuable European markets, but, as a direct result of their cold-blooded and iniquitous submarine piracy are week by week alienating the sympathies of those extra-European markets where a month or two ago there was at least the promise that they might to some extent resuscitate after the war some portion of their lost commerce.

The Great Markets Germany has Lost.

Some six months ago it was pointed out in the *British Export Gazette* that Germany had lost in the first two years of the war no less than £1,000,000,000 of trade. At least another £250,000,000 must now be added to that stupendous sum. Within the last two months the United States, China, Brazil, Chile, Bolivia, Panama, Guatemala, Cuba, Haiti, Honduras, Nicaragua, and Liberia—all of them previously particularly profitable spheres of German commercial activity—have been added to the list of nations leagued against the common enemy of peace and progress. These twelve countries alone mean a trade loss to Germany of at least £75,000,000 annually, and with the imminent prospect that the remaining South and Central American Republics will follow the lead of the United States, and not improbably Spain also, another £50,000,000 would have to be written off the commercial accounts of Germany as bad business. What of the world would then remain for the trading exploitation of the Huns? Merely the contiguous markets of Denmark, Holland, Norway, Sweden, and Switzerland. Their aggregate purchases from all countries amount to only 11 per cent of the total spending of the world, and their attitude towards Germany is likely to be considerably influenced by the result of the war. Afghanistan or Abyssinia? They are negligible markets in any case, but in addition to that goods can only reach the former via British or Russian territory and the latter via British and French. Siam is essentially a market under British and French influence, Persia under British and Russian; and that is the sum total of the markets which by a wide stretch of imagination may be left open to Germany when the war ends. Truly the Hun has made good the proverb that "whoso diggeth a pit shall fall therein." In the meantime, British shippers and manufacturers should, in spite of all the handicaps that beset them, do everything possible to make the most of the opportunities which the situation opens up for a gigantic stride forward after the war in practically every market of the world.

Entente Countries and their Allies.

	Area. Square Miles.	Population.	Imports, 1913. £	Exports, 1913. £
British Empire—				
United Kingdom... ..	121,300	45,216,000	768,734,700	634,820,300
Europe: (Malta, Gibtr, etc.)..	3,700	505,000	4,533,000	1,500,000
Asia: Borneo, Sarawak, etc..	85,000	834,000	10,800,000	12,500,000
Hong Kong and Wei-hai-wei.	690	596,000	*25,000,000	*25,000,000
India and Ceylon... ..	1,925,000	315,132,000	139,900,000	178,530,000
Straits Settlements and F. M. S.	42,700	1,700,000	101,333,900	127,627,000
Africa: Egypt and Sudan... ..	1,400,000	12,000,000	25,869,000	32,079,200
East Africa, Uganda, Nyasa- land, etc.	769,000	8,000,000	4,101,500	3,109,000
South Africa... ..	1,211,850	8,316,000	40,353,800	68,975,900
West Africa... ..	500,000	21,000,000	15,293,800	16,051,400
Islands... ..	8,600	420,000	2,934,000	2,159,900
America: British North... ..	3,770,220	7,391,000	145,813,000	104,104,000
Central and South and West Indies... ..	111,200	2,100,000	14,133,000	13,727,000
Australia, New Zealand and Oceania	3,320,000	6,240,000	100,400,000	101,971,000
Total United Kingdom and Bri- tish Empire... ..	13,269,260	429,459,000	1,399,199,700	1,302,155,300
Europe—				
Belgium... ..	11,370	7,500,000	150,000,000	110,000,000
Belgian Congo... ..	900,000	15,000,000	2,500,000	2,000,000
France... ..	207,050	39,375,000	318,034,000	265,454,000
French colonies... ..	4,675,000	40,530,000	45,000,000	38,000,000
Italy... ..	110,660	34,250,000	145,825,500	100,465,500
Italian possessions... ..	576,000	1,900,000	†	† —
Montenegro... ..	3,500	225,000	250,000	60,000
Portugal... ..	34,250	5,500,000	17,988,000	7,333,600
Portuguese colonies... ..	828,000	8,365,000	6,000,000	6,000,000
Roumania... ..	50,700	6,700,000	22,000,000	26,700,000
Russia... ..	8,400,000	180,000,000	122,000,000	160,000,000
Serbia... ..	18,750	2,750,000	4,500,000	4,700,000
Asia—				
China... ..	4,000,000	419,000,000	54,000,000	42,000,000
Japan... ..	162,650	50,000,000	74,462,800	64,563,600
Japanese possessions... ..	96,500	15,000,000	17,857,800	14,498,200
Africa—				
Liberia... ..	40,000	2,000,000	200,000	200,000
America—				
Bolivia... ..	570,000	2,180,000	4,290,000	7,310,000
Brazil... ..	3,218,000	20,000,000	67,169,900	64,612,200
Chile... ..	290,700	3,110,000	24,055,000	28,560,000
Cuba... ..	44,000	2,200,000	19,000,000	29,000,000
Guatemala... ..	48,300	2,000,000	837,000	2,015,000
Haiti... ..	9,200	2,030,000	1,000,000	1,500,000
Honduras... ..	42,700	774,000	1,325,000	684,200
Nicaragua... ..	49,200	500,000	591,800	709,600
Panama... ..	33,800	400,000	2,279,500	977,800
United States... ..	3,622,900	100,000,000	358,520,000	497,003,900
United States possessions . .	131,600	9,301,500	14,394,000	22,418,000
Total Entente countries and Allies	41,444,090	1,400,040,500	2,873,280,000	2,798,420,000

Enemy Countries.

	Area. Square Miles.	Population.	Imports, 1913. £	Exports, 1913. £
Austria-Hungary... ..	261,000	51,500,000	114,114,000	96,744,000
Bulgaria... ..	40,000	4,285,000	6,850,000	3,728,000
Germany... ..	209,000	64,903,000	400,000,000	310,000,000
Turkey... ..	746,500	25,000,000	35,500,000	19,500,000
Total enemy countries... ..	1,256,500	145,688,000	556,464,000	429,972,000

Neutral Countries.

	Area. Square Miles.	Population.	Imports. 1913. £	Exports. 1913. £
<i>Europe—</i>				
Denmark..	15,500	2,700,000	42,277,000	35,333,000
Danish possessions.. . . .	87,280	108,000	335,400	283,000
Greece..	24,950	2,632,000	6,163,000	6,800,000
Holland..	12,700	5,945,000	301,090,000	259,426,000
Dutch possessions	783,000	37,815,000	†	† —
Norway..	124,000	2,370,000	30,684,500	21,811,800
Spain..	196,000	19,713,000	47,000,000	39,000,000
Spanish possessions.. . . .	244,000	135,000	†	† —
Sweden..	172,800	5,522,000	33,000,000	26,000,000
Switzerland..	15,470	3,463,600	77,030,600	55,037,300
<i>Asia—</i>				
Afghanistan..	246,000	5,000,000	†	† —
Persia..	630,000	19,500,000	8,000,000	7,000,000
Siam..	178,000	6,000,000	5,000,000	7,000,000
<i>Africa—</i>				
Abyssinia..	300,000	5,000,000	900,000	800,000
Morocco..	219,000	4,500,000	4,000,000	2,250,000
<i>America—</i>				
Argentina	1,212,000	6,800,000	81,742,000	93,800,000
Colombia..	473,000	4,000,000	5,707,000	6,863,000
Costa Rica	23,000	380,000	1,728,000	2,124,100
Ecuador..	120,000	1,270,000	2,071,000	2,738,000
Mexico..	768,000	14,000,000	20,583,000	29,375,000
Paraguay..	143,000	700,000	1,534,000	1,092,000
Peru..	495,700	4,000,000	5,926,000	8,881,000
Salvador	7,250	1,000,000	1,235,000	1,882,200
Santo Domingo..	19,000	570,000	*1,000,000	*1,000,000
Uruguay..	72,200	1,050,000	10,133,000	13,030,000
Venezuela..	600,000	2,700,000	3,606,000	5,875,600
Total neutral countries.. . .	7,181,850	156,873,600	690,745,500	627,902,000

Summary.

	Area. Square Miles.	Population.	Imports. 1913. £	Exports. 1913. £
Entente and Allies.. . . .	41,444,090	1,400,040,500	2,873,280,000	2,798,420,000
Enemy countries.. . . .	1,256,500	145,688,000	556,464,000	429,972,000
Neutral countries.. . . .	7,181,850	156,873,600	690,745,500	627,902,000
Total for world (excluding Arctic and Antarctic re- gions)..	49,882,440	1,702,602,100	4,120,489,500	3,856,294,000
	Per cent.	Per cent.	Per cent.	Per cent.
Entente and Allies.. . . .	83.08	82.23	69.73	72.56
Enemy countries.. . . .	2.52	8.55	13.50	11.15
Neutral countries.. . . .	14.40	9.22	16.77	16.29
Total..	100.00	100.00	100.00	100.00

* Estimated total.

† No data available.

COTTON MILLS IN JAPAN PLAN BIG COMBINES.

ONLY FIVE BIG CONCERNS TO BE LEFT AFTER AMALGAMATION PROCESS IS OVER.

The Acting Canadian Trade Commissioner, Yokohama, Mr. E. F. Crowe, has forwarded the following extracts from the *Japan Advertiser*:—

A notable tendency is in evidence among cotton spinners. They have realized the importance of being fully prepared against the restoration of peace, which will mean to them the opening of a hard struggle for existence against the competition of Germans, British and Americans. They will now try to make their financial position more stable and secure by a wholesale combination.

Most cotton spinners in Japan have recently made immense profits owing to the extraordinary boom in the cotton yarn and the cotton textile markets. They have gained a firmer footing in many Oriental countries which were considered the permanent markets of German or British spinners. Their position is at present the best in the history of this line of business in Japan but it is felt that this is only an abnormal condition brought about by the war.

After the war it must be changed. British or German spinners will begin their struggle to regain their lost trade in the East. This has been brought home to the Japanese spinners. They apparently believe that they must raise the standard of their goods and also that they must concentrate the capital in their hands which may enable them to face all contingencies.

They also plan as one of the means to place them in a state of full preparedness that not only spinning mills but weaving, printing, bleaching, and dyeing mills will be included in their big combination.

The Kanegafuchi Cotton Spinning Company has already set about realizing this plan. It has not only enlarged its spinning mills but created bleaching and printing works. This apparently is deemed insufficient to meet the situation. The company therefore has begun to amalgamate with other mills, which may be the quickest and best means to enlarge its status. The Fukushima Cotton Spinning Company, Osaka, is the first mill to be fused in the biggest cotton mill in Japan.

This example is followed by other prominent mills. The Amagasaki and the Settsu Cotton Spinning Companies, it is learned, will combine shortly. If this is effected, the new concern will be one of the biggest cotton mills in the world, with a total of 540,000 spindles in operation. The Naniwa, the Ehime, and the Matsuyama Cotton Spinning Companies will also be fused in one big concern, and may act as auxiliary mills to the Kanegafuchi Cotton Spinning Company.

The Toyo Cotton Spinning Company, the second largest cotton mill in Japan, is reported to be preparing for the amalgamation of the Hindoe and the Nagasaki Cotton Spinning Companies. The remaining smaller mills will also be fused in either the Fuji Gassed Cotton Spinning Company or the Godo Cotton Spinning Company.

Thus in the long run Japan's cotton mills will be concentrated into five big interests, the Kanegafuchi Cotton Spinning Company, the Toyo Cotton Spinning Company, the Godo Cotton Spinning Company, the Fuji Gassed Cotton Company, and a new concern made up of the Settsu and the Amagasaki Cotton Spinning Companies; although, naturally, there may remain a few independent mills operated by independent capitalists.

It is believed among cotton men that this wholesale amalgamation will be carried out before the restoration of peace, although it may be attended with many troubles and delays. It is believed to be a question of life and death to the spinners.

NOTE.—The Amagasaki and the Settsu Cotton Spinning Companies have just passed the final decision on the proposed amalgamation of both concerns, as discussed at repeated conferences in Osaka. The conditions of the combine, however, are not yet known.

DELAYED SHIPPING DOCUMENTS CAUSE FINES IN ARGENTINA.

(The Foreign Trade Bulletin of the American Express Company.)

The importance of prompt despatch of shipping documents to Argentine customers is emphasized constantly by our Buenos Aires office. To delay departure of such documents and allow shipments to arrive in Buenos Aires ahead of documents means a fine for the consignee. Without documents, clearance cannot be effected. The Argentine customs regulations impose a fine of two per cent on the assessed valuation of the merchandise, if clearance is not made *within eight days* after completion of discharge of cargo by vessel carrying the shipment.

To allow shipping documents to miss a mail means serious trouble to the importer at the other end. Every care should be taken to despatch at least one full set of shipping documents by the same boat carrying the shipment. Otherwise, the two per cent fine is inevitable and a later adjustment necessary to keep the customer.

STRIKE OF THE TRUCKMEN IN HAVANA.

(Acting Trade Commissioner Mr. J. C. Manzer.)

HAVANA, June 22, 1917.

The distribution of merchandise in the city of Havana has been completely stopped for the last four days by a strike of all the truckmen in the city.

All the warehouses on the docks and all lighters in the bay are piled full of goods which have been unloaded from steamers within the last few days, and it will be impossible to unload any more steamers until the strike is terminated.

Retail dealers in provisions in the city are unable to secure supplies, and the people are finding great difficulty in securing the necessary food required for their daily use.

Every effort is being made by the Government to effect a settlement of the trouble and it is hoped the matter will be arranged very soon.

ESTIMATE OF THE WHEAT, BARLEY, AND RYE CROP OF JAPAN FOR 1917.

(Acting Trade Commissioner Mr. E. F. Crowe.)

Sowing was delayed owing to excessive rain and the weather during the winter was intensely cold in many districts—some places having a record heavy snowfall—which greatly checked the growth of the young plants.

Moreover, in consequence of the rise in price of fertilizers since last year, insufficient manuring was carried out by the farmers. As the result, the condition of the plants after sprouting was far from satisfactory. At earing time better weather was experienced, but it came too late to effect a complete recovery in the crop.

The estimate of the crop for 1917 is 21,365,470 koku, which is a decrease of 1,985,334 koku or $8\frac{1}{2}$ per cent as compared with the actual crop of last year, and of 1,264,838 koku or 5.58 as compared with a normal year.

The following are the crops for the previous ten years:—

	* Koku.
1907..	22,128,484
1908..	21,434,966
1909..	21,518,016
1910..	20,611,245
1911..	21,904,106
1912..	22,870,321
1913..	25,050,454
1914..	21,244,925
1915..	23,350,804
1916..	23,350,804
1917 (estimate)	21,365,470
Average crop..	22,630,308

* Koku = 4.96 bushels.

INDUSTRIAL DEVELOPMENTS IN COREA.

The Board of Trade Journal.

In forwarding copies of articles which have appeared in recent issues of the "Herald of Asia" relative to industrial developments in Corea, H.M. Consul-General at Seoul (Mr. A. H. Lay, C.M.G.) remarks that he thinks the writer of the articles is justified in his expectation of considerable industrial activity in Corea in the near future. Corea is now an agricultural country, but, while agriculture is likely to remain her greatest asset, the existence of cheap and abundant labour, side by side with undeniably great natural resources, make possible a considerable expansion in other branches of industry.

Present indications seem to point to Ping-yang and the banks of the Dai-do river, with Chimampo as the outlet, as the future industrial centre of Corea. There are coal and iron mines in the vicinity, and Ping-yang is connected with Chimampo both by rail and river. The Dai-do river is navigable as far as Sai-nei (thirty-one miles from Chimampo) by vessels of 38 tons, and as far as Ping-yang by small craft of eight tons.

MINERALS AND METALS.

The mineral and metal industries of Corea are at present exhibiting interesting developments. Sai-nei is the place at which the iron mines owned by the Japanese Government are situated. These mines produced 73,611 tons of ore during January-September, 1916. The ore is shipped to the Government iron-foundry at Wakamatsu in Japan. The Mitsubishi Company also own iron mines at Sai-nei, but these have not yet started producing. This company is erecting an iron-foundry at Kengi-ho in the same locality.

Another Korean enterprise, situated at Chimampo, is a large smelting and refining plant for treating gold and other ores by the dry process. The undertaking appears to be successful, and several of the larger foreign mining companies have begun to send ores to this plant to be treated. The plant has recently been enlarged, and is now capable of treating 220 tons of ore per day of 24 hours. A third furnace is in process of erection, and when this is in operation the capacity of the entire plant will be increased to 570 tons.

The establishment of three new smelting and refining plants is contemplated in Corea; one is to be situated in a suburb of Seoul; the second, which is to be established in the South Kei-sho province at a cost of 380,000 yen, is intended for the treatment of ores produced by many new mines in South Corea; while the third is to be established by local mine owners at Shingishin on the Yalu river.

A company has been formed to work anthracite coal mines which it has recently acquired in the Ko-sai district, South Hei-an province. It is estimated that some 3,000,000 tons of coal are to be found in these mines.

SALT INDUSTRY.

The preparation of salt in Corea is under the direct management of the Government. The work was undertaken some ten years ago, salt pans being constructed at Chaun, near Shemulpo, and at Kwangyang, not far from Chimampo. There are now 98 * cho of salt fields at the former place and 911 cho at the latter. The process is natural evaporation of sea water. The production of salt is steadily increasing; 36,330,000 kin were obtained in 1913, 40,940,000 kin in 1914, 46,150,000 kin in 1915 and 67,970,000 kin in 1916. The authorities, it is stated, are aiming at an output of 100,000,000 kin.

COTTON SPINNING.

It is reported that a project for the establishment of a cotton spinning mill in Corea has all but matured, and application for permission to form a company will shortly be lodged with the Government. This will be the first cotton spinning mill to be established in Corea, and it is estimated that 20,000 to 30,000 spindles can be kept busy on the output of Corean cotton mixed with imported Chinese cotton.

OTHER INDUSTRIES.

Since its establishment the Government-General of Corea has steadily pursued a policy of encouraging and developing local industries. Industrial schools have been founded, and subsidies have been granted to promising enterprises; a chemical laboratory has been founded at Seoul, and manufacturers are aided in their undertakings by expert officials.

SINGAPORE'S RETAIL STORES.

THE WIDE RANGE OF GOODS AND EXTENSIVE STOCKS CARRIED.

In trading with the Straits Settlements it is necessary to take cognizance of the huge departmental store through which a considerable portion of the retail trade is done. Although the establishment of such stores is by no means a recent innovation in this market, their influence is, nevertheless, steadily increasing, and Singapore in particular may now claim to possess the finest stores of this kind of any city in the Orient. Retail as sellers, they are wholesale as buyers, the majority doing practically all their buying through their own London connections, who are always on the alert for the latest novelties suitable for the market. These stores supply the needs of not only the European population of the Settlements, but also Eurasians and the more wealthy among the Malays and Chinese, all of whom are large purchasers of European goods. As for the range of merchandise comprised in the purview of these departmental establishments, it is in every respect as extensive and up-to-date as that of similar stores in either European or American cities. Hardware, furniture, musical instruments, stationery, photographic, leather and sports' goods, drapery, millinery, outfitting, boots, jewellery, toys, groceries, earthenware, glassware, and many other lines are all represented, and huge stocks of each are carried. Of course, in regard to clothing, only materials and styles suitable for the Tropics are required, woollens being scarcely known. White washable fabrics are the rule for both men and women, European and Malay, though the styles and qualities affected by the various races naturally differ considerably, Malays and Chinese, of course, demanding much cheaper grades than Europeans.

* Cho = $2\frac{1}{2}$ acres (approximate).

GOVERNMENT NOTICES AFFECTING TRADE.

United Kingdom.

PROHIBITED IMPORTS.

The Department is advised by cable from London, under date of July 5, that the British Government has issued a proclamation, in effect June 28, prohibiting the importation of the following articles into the United Kingdom except under license: Carbons for arc lamps, carbons for searchlights, cartridges of all kinds and parts thereof, electric dry cells and carbons therefor.

ROYAL COMMISSION ON PAPER AND PAPER-MAKING MATERIALS.

(Board of Trade Journal.)

With reference to a previous notice relative to the appointment of a Royal Commission to grant licenses for the importation of such quantity or such proportion of paper and wood-pulp and other paper-making materials as the Board of Trade might from time to time direct, and to arrange for the importation of this quantity or proportion and for the distribution of the imports amongst papermakers and paper users, it is notified that His Majesty has been pleased to issue a commission revoking and determining the Royal Warrant constituting the Royal Commission, and authorizing and appointing the following gentlemen to be commissioners for the purposes stated: Sir Henry Birchenough (chairman); Sir Albert Spicer, Sir Walter Richard Nugent, Sir Frederick Macmillan, Sir Rowland Bailey, Mr. George Brown, Mr. Walter Howard Hazell, Mr. John Jeremiah, Mr. Ernest Parke, Mr. Albert Reed, and Mr. Lewis Evans.

The commissioners are to grant licenses and arrange for the importation of the quantity or the proportion of paper and cardboard (including strawboard, pasteboard, millboard and wood pulpboard) and manufactures of paper and cardboard, as also materials for the manufacture of paper (including wood-pulp, esparto grass, and linen and cotton rags) which may have been directed by the Board of Trade, and also to regulate in accordance with orders made under the Defence of the Realm Regulations the distribution and use of paper and cardboard, manufactures of paper and cardboard, and materials for the manufacture of paper, whether imported from abroad or produced in the United Kingdom.

Communications for the Commissioner should be addressed to the Secretary, Central House, Kingsway, London, W.C. 2.

NOTES ON FOREIGN TRADE.

WORLD'S SUPPLY OF RAW SILK IN 1916.

(The Board of Trade Journal.)

The British Consul-General at Lyons (Mr. E. R. E. Vicars) has forwarded the appended table of statistics, which have been published by the Lyons Silk Merchants' Union, showing the estimated world's supply of raw silk in 1916, together with the definitive figures for the previous year.

It will be seen that the provisional estimate for 1916 puts the total for Europe at 857,000 kilograms in excess of the definite figure for 1915.

The estimated production in the Levant and Central Asia in 1916 remains the same as the definite total for 1915, though it may be assumed that the figures are only conjectural, having regard to the impossibility of forming anything like a definite estimate in circumstances existing in most of the countries included in this group.

The production in the Far East in 1916 is estimated at 1,173,000 kilograms more than in 1915, by far the greatest proportion of the increase being contributed by Japan, although it will be remarked that exports from India, never an important figure, show a considerable increase.

The estimated total output of raw silk in 1916 is higher than that of any previous year, with the exception of 1912 and 1913. It will thus be seen that, in spite of all difficulties, the production and export of silk throughout the world is being satisfactorily maintained.

	1915. Kilogs.	1916. Kilogs.
Western Europe—		
France..	130,000	220,000
Italy..	2,880,000	3,612,000
Spain..	55,000	90,000
Austria..	85,000	85,000
Hungary..	65,000	65,000
Total..	3,215,000	4,072,000
Levant and Central Asia—		
Turkey-in-Asia—		
Broussa and Anatolia..	175,000	175,000
Syria and Cyprus..	350,000	350,000
Other provinces..	65,000	65,000
Turkey-in-Europe..	30,000	30,000
Balkan States (Bulgaria, Servia and Roumania).. . .	100,000	100,000
Greece, Salonica and Crete..	110,000	110,000
Caucasus..	125,000	125,000
Turkestan and Central Asia (exports)..	50,000	50,000
Persia (exports)..	35,000	35,000
Total..	1,040,000	1,040,000
Far East—		
China—		
Exports from Shanghai..	5,460,000	4,690,000
“ “ Canten..	1,845,000	2,425,000
Japan: Exports from Yokohama	12,005,000	13,350,000
India: Exports from Bengal and Cashmere..	87,000	115,000
Indo-China: Exports from Saigon, Haiphong, etc.. . . .	13,000	3,000
Total..	19,410,000	20,583,000
Grand total..	23,665,000	25,695,000

Kilog. = 2·2046 lb.

(D.C.I. 27,481.)

GENERAL TRADE NOTES.

(*British Export Gazette.*)

There are upwards of 20,000,000 rubber trees in “German” East Africa.

A good tobacco of the Turkish variety is being grown in Uganda.

Practically all the chillies shipped from Mombasa are produced in Uganda.

The small Indian storekeeper penetrates to almost every corner of British East Africa.

Further efforts are being made to extend rice cultivation in Bukedi and other parts of Uganda.

Practically all the plant employed in the cotton ginneries of Uganda is of British manufacture.

Dar-es-Salaam, the capital of “German” East Africa, is a busy port with a population of 26,000.

Cheap common soap for native trade is an important item in British East Africa. It mostly comes from the United Kingdom.

Sisal is grown on 62,000 acres in "German" East Africa, and there still remain huge areas suitable for this crop.

Lake Magadi, British East Africa, is expected eventually to supply the world with 200,000 tons of raw soda annually.

Before the war most of the goods of British origin imported to "German" East Africa were transferred at Hamburg to Hun boats.

A railway is to be built over the Uasin Gishu plateau, Uganda, a 3,000 square mile fertile tract with an average altitude of 4,000 to 6,000 feet.

On the outbreak of war Germany was preparing to spend £270,000 on the improvement and extension of the Usambara Railway, German East Africa.

There is a big demand throughout British East Africa and Uganda for wrist watches, nickel-plated and oxidized, having leather bands and holders.

Commercial travellers cannot drive business at racehorse speed in Zanzibar, whose climate is more enervating than that of Mombasa, or even of India.

The United Kingdom takes the bulk of Uganda's cotton, but a fair amount goes to India, where Bombay spinners are highly satisfied with it. The trade will increase.

The white population of "German" East Africa before the war numbered 5,336, of whom 3,579 were Huns. There were 9,000 Indians and between 7 and 8 million natives.

Before the war there were no British merchants in the coast towns of "German" East Africa. Their presence was discouraged by every means known to the authorities.

The average Indian merchant in British East Africa is clear-sighted in business, but sensitive to a degree. He expects an English visitor to respect him and also to show self-respect.

The Deutsche Bank in East Africa, so soon as it knew its customers, used to advance on a draft 90 days D/A in full (less charges for collection, etc.), up to a variable limit on each indenter.

The German merchant firm of O'Swald and Co. are credited with having had no less than 32 establishments in Madagascar before the war, and their own private steamer to keep in touch with them.

Tea is likely to be exported from Nyasaland in increasing quantities, and, at the prices which have prevailed since the war, it is one of the most attractive cultivations in the Protectorate.

WORKING OF MOLYBDENITE ORE DEPOSIT AT YETHOLME (N.S.W.) AUSTRALIA.

(The Board of Trade Journal.)

The British Trade Commissioner in Australia has forwarded, under date April 3, extracts from the local press, which contain a detailed description of the extensive deposit of low grade molybdenite ore at Yetholme, near Bathurst, which is 145 miles by rail from Sydney. According to this source, Queensland has hitherto led in production of molybdenum in Australia, but the large deposit of ore that is being opened up at Yetholme, will soon give New South Wales an important lead.

The Yetholme mines were recently acquired by a company, registered in New Zealand, with a capital of £180,000, and work is being commenced on three large properties which have been amalgamated.

The ore body covers the whole side of Mount Tennyson, from the peak to the valley, with an average thickness of 27 feet. The site for machinery is being excavated on the side of the hill where the ore can be chuted down into hoppers and ground in a mill. For the present a ball mill is to be erected capable of treating 40 tons of ore a day, but it is understood that this ore will be picked. Electric drills are also to be used; these will be worked by a 90 kilowatt set, which is being installed. As the work of development improves, the plant will be increased until the whole of the ore will be milled as it comes from the face without being picked.

The Geological Surveyor of the New South Wales Department of Mines is reported to have stated that there is no question as to the existence of vast quantities of molybdenite ore within the Yetholme and associated areas. It is known that an amount of ore exceeding 20,000,000 tons occurs within a square mile and near the surface; the mineral content, however, is low. Recent operations have shown that the ore underlying the porphyry and sedimentary cap is of higher grade. The deposit should be worked in a very big way, since the ore tonnage is immense and the molybdenum content too low to permit of profitable working on a small scale. The surveyor suggests that, subject to a cheap and effective method of concentration being discovered, plant capable of dealing with 300,000 tons of ore per annum should be erected.

SHIPS IN DRY DOCKS OF PANAMA CANAL.

(The Panama Canal Record).

A vessel for every working day was the rate of handling vessels in the dry docks of the canal last month, twenty-five vessels having been docked in May. Nine of them were docked at Cristobal and 16 at Balboa. The ships included barges, dredges, tugs, commercial steamships, and naval vessels, and for some of them a considerable amount of manufacturing work was performed at the shops, in addition to the general cleaning and overhauling.

The number of vessels handled at the dry docks in May is in excess of the number for any previous month.

ENGLISH PRODUCTION OF PAPER TEXTILES.

(United States Commerce Reports).

Paper textiles, while somewhat handicapped by war conditions in England, are still receiving attention from the standpoint of experimental and research work as well as commercial use. The possibilities for the future, especially in view of the high prices of wool and cotton, are believed to be good.

A British firm, Textile Engineering Co. (Ltd.), 36-37 Queen Street, London, E.C., is engaged solely in the manufacture of all classes of machinery for producing paper textiles, and this firm maintains a large demonstration plant where paper fabrics, yarns, and twines are made and exhibited.

SWEDEN A PIONEER IN THE INDUSTRY.

Sweden appears to have been one of the pioneers in the matter of paper textiles, probably because it has excellent sources of coniferous wood pulps for the making of sulphite paper such as is used for textiles. Germany has developed the industry to some extent, and uniforms from German prisoners which have been analyzed locally are said in some instances to be made from a union of cotton, shoddy, and paper. Although the British paper-textile industry is established in some branches, experiments and researches bear testimony that a definite effort is being made to emancipate the trade from foreign patents and processes.

Representatives of the wool trade at one time considered the advisability of using a paper lining for wool bags, or even a bale composed entirely of paper, in order to obviate the trouble caused by minute particles of jute or hemp getting into the wool during transit or storage. Such particles are difficult to detect, and often have remained concealed until the dyeing of the cloth, when by reason of vegetable fibres taking different dyes from wool or similar animal fibers, a pronounced line or defect appeared in the fabric. Paper would dissolve in the processes of manufacture, or in some instances paper linings of bright hues could be used and particles therefrom would immediately be discernible in the wool.

OBSTACLES TO GENERAL USE IN WOOL SHIPPING.

Although the advantages were fully recognized, paper was found to be unsuitable for this purpose, in view of the great strain on wool packs, and the constant use of hooks. Nevertheless, it was established that sacks made from paper cloth had their utility, and while they never have been manufactured to an appreciable extent in England, they seem to be capable of standing much strain, if of a uniform character, and may possibly supplant jute and similar coverings in a number of branches of export trade.

INSTALLATION OF HYDRO-ELECTRIC PLANT IN ITALY.

(Board of Trade Journal).

The British Embassy in Rome has forwarded a translation of a notice published in the Italian press to the effect that, by a decree dated 25th April, the Ministry of War has been authorized to advance the sum of 20,000,000 lire (about £800,000 at par rate) to the Ministry of Public Works, which, in agreement with the railways administration, will undertake the immediate installation of hydro-electric plant for the production of power. The power generated will be placed at the disposal of factories working under military control, as decreed by the Ministry of War, but the installations will eventually pass under the control of the railways administration, and should the railways administration have no immediate use for them the Ministry of Public Works will operate them for account of the railways.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending July 6, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.....	954,647	470,849	35,867		1,461,363
Consolidated Elevator Co.....	353,689	248,661	9,725	45,218	662,293
Empire Elevator Co.....	248,009	211,479	23,757	117,326	594,571
Ogilvie Flour Mills Co.....	501,449	105,970	5,738		613,157
Western Terminal Elevator Co.	386,602	140,044	10,394	260,810	797,850
G.T. Pacific	644,401	544,490	38,034	53,480	1,280,405
Grain Growers' Grain Co.....	598,772	295,576	13,899		908,247
Fort William Elevator Co.....	436,838	155,785	15,818	106,961	715,402
Eastern Terminal Elevator Co.....	243,967	266,569	8,465		521,001
Thunder Bay Elevator Co.....	527,072	155,589	16,833	34,559	734,073
Port Arthur—					
Port Arthur Elevator Co.....	1,356,269	1,042,398	73,854	74,955	2,547,476
D. Horn & Co.....	125,062	84,013	23,984	61,699	294,758
Dominion Government Elevator . .	1,251,628	588,829	51,825	133,861	2,026,143
Grain afloat					
Total Terminal Elevators.....	7,633,405	4,312,052	328,213	882,869	13,156,739
Saskatoon Dom. Govt. Elevator.....	155,152	97,279	4,022	9,845	266,298
Moosejaw Dom. Govt. Elevator.....	414,009	153,390	6,824	5,546	579,769
Calgary.....	92,275	95,200	9,668	591	197,734
Vancouver.....	9,512	22,645			32,157
Total Interior Terminal Elevators..	670,948	368,514	20,514	15,982	1,075,958
Depot Harbour.....	142,054				142,054
Midland—					
Aberdeen Elevator Co.	469,573	61,865			531,438
Midland Elevator Co.....					
Tiffin, G.T.P.....	1,089,150	745,426	63,445		1,898,021
Port McNicol	101,558	1,590,994	5,245		1,704,797
Collingwood.....		43,005			43,005
Goderich.....	240,763	385,799	23,271		649,833
Western Canada Flour Mills Co.....	117,307				117,307
Kingston—					
Montreal Transportation Co.....	164,680	124,823			289,503
Commercial Elevator Co.....	23,150	90,272	507		113,929
Port Colborne.....	385,038	870,007			1,255,045
Prescott					
Montreal—					
Harbour Commissioners No. 1.....	391,117	1,425,331	180,308		1,996,756
" " No. 2.....	404,435	646,814	74,464		1,125,713
Montreal Warehousing Co.....	81,190	924,010	102,929		1,108,039
Quebec Harbour Commissioners.....	3,851	85,664		*8,782	98,297
West St. John, N.B.	131,166	5,795	6,252		143,213
Halifax, N.S.	166,558				166,558
Total Public Elevators.....	3,918,500	6,999,805	456,421	*8,782	11,383,508
Total quantity in store.....	12,222,873	11,680,571	805,148	907,633	25,616,205

* Corn.

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended July 6, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.
Wheat—				
No. 2 Hard			39,964	39,964
No. 1 "	11,172			11,172
No. 1 Northern	907,214	66,039	605,629	1,578,882
No. 2 "	1,520,836	71,786	485,182	2,077,804
No. 3 "	1,185,989	168,868	1,021,339	2,376,196
No. 4 Wheat	471,427	95,327	649,557	1,216,311
No. 5 "		14,536	192,104	206,640
No. 6 "		35,111	229,763	264,874
Other	3,536,767	219,281	694,962	4,451,010
Totals	7,633,405	670,948	3,918,500	12,222,853
Oats—				
No. 1 C. W.	24,349	4,724	1,389	30,462
No. 2 "	342,184	106,538	2,168,184	2,616,906
No. 3 "	261,544	34,707	850,866	1,147,117
Ex. No. 1 Feed	537,526	77,548	1,400,209	2,015,283
No. 1 Feed		38,981	992,492	1,031,473
No. 2 "		13,310	210,231	223,541
Other	3,146,649	92,076	1,376,434	4,615,789
Totals	4,312,252	368,514	6,999,805	11,680,571
Barley—				
No. 3 extra C. W.				—
No. 3 C. W.	114,648	1,492	221,970	338,130
No. 4 "	108,997	10,398	183,910	303,305
Feed	35,073	1,848	15,150	52,701
Rejected	10,396		7,439	17,835
Other	59,079	6,776	27,952	93,807
Totals	328,213	20,514	456,421	805,148
Flax—				
No. 1 Northwestern Canada	411,204	4,127		415,331
No. 2 C. W.	326,665	6,838		333,703
No. 3 "	95,553	4,022		99,575
Rejected		403		403
Other	49,247	592		49,839
Totals	882,869	15,982		898,851
Corn			8,782	8,782
Total quantity in store	13,156,739	1,075,958	11,383,508	25,616,205

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East on July 6, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>July 6, 1917.</i>			
Terminal Elevators.....	7,633,405	5,523,334	13,156,739
Interior Terminals.....	670,948	405,010	1,075,958
Public Elevators in the East	3,918,500	7,465,008	11,383,508
Total.....	12,222,853	13,393,352	25,616,205
<i>July 7, 1916.</i>			
Terminal Elevators.....	13,483,551	6,566,048	20,049,599
Interior Terminals.....	1,417,617	387,648	1,805,265
Public Elevators in the East.....	5,963,786	6,818,301	12,782,087
Total.....	20,864,954	13,771,997	34,636,951
<i>July 8, 1915.</i>			
Terminal Elevators.....	2,429,777	2,236,080	4,665,857
Interior Terminals.....	161,802	174,595	336,397
Public Elevators in the East.....	1,043,664	1,890,404	2,934,068
Total.....	3,635,243	4,301,079	7,936,322
<i>July 9, 1914.</i>			
Terminal Elevators.....	2,827,402	4,177,918	7,005,320
Public Elevators in the East.....	4,406,185	5,415,875	9,622,060
Total.....	7,233,587	9,593,793	16,627,380

Quantity of United States Wheat, Oats, Rye and Corn in Store at the following Public Elevators in the East, for the Week ending July 6, 1917.

	Wheat.	Oats.	Rye.	Corn.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Depot Harbour		320,211			320,211
Aberdeen Elevator Co.					
Midland Elevator Co.	149,664	681,539		6,177	837,380
Tiffin, G. T. P.					
Harbour Commissioners No. 1.....	4,278		39,050	177,644	220,972
" " 2.....	10,357		15,400	325,120	350,877
Total, United States Grain	164,299	1,001,750	54,450	508,941	1,729,440

**Number of Cars of Grain and Total Quantities Inspected at Winnipeg and other
Points in the Western Division for the Undermentioned Periods.**

	Month of June, 1917.	Ten Months ended June, 1917.	Ten Months ended June, 1916.
	No.	No.	No.
Wheat, Spring—			
One Hard.....	3	59	2,102
One Hard White Fife			1
One Man. Northern.....	1,330	17,052	121,060
Two Man. Northern.....	2,712	30,083	42,921
Three Man. Northern.....	2,716	27,845	32,199
Number Four.. ..	1,422	12,953	14,720
Number Five.....	827	6,605	4,746
Number Six	395	4,157	1,384
Feed	255	6,526	301
Smutty.....	61	734	2,970
No Grade.	3,956	31,684	18,980
Rejected.. ..	154	2,845	5,368
Condemned.....	14	71	52
No Established Grade.....	8	52	62
No. 4 Special	315	5,943	-
No. 5 "	246	5,086	-
No. 6 "	125	2,895	-
Goose wheat.....	1	7	7
Total Spring Wheat { Cars.....	14,540	154,597	246,864
{ Bushels.....	16,711,000	177,786,550	296,236,800
Wheat, Winter—			
One A. R. W.....		1	1
Two A. R. W.....	3	18	51
Three A. R. W.....	3	78	385
Four R. W.....	1	28	63
Five Winter.. ..		4	7
One White Winter		2	4
Two "		8	-
Three "		3	-
Four "			2
One Mixed Winter.....			-
Two "		2	-
Three "			6
Four White Winter.....			
No Grade.....			89
Rejected.....		3	9
Smutty White Winter.....			1
Total Winter Wheat { Cars.....	7	147	618
{ Bushels.....	8,050	169,050	741,600
Total Wheat..... { Cars.....	14,547	154,744	247,482
{ Bushels.....	16,719,050	177,955,600	296,978,400
Oats—			
Extra No. 1 C.W.....		5	1
Number One Canadian Western.....	2	104	252
" Two "	983	10,973	21,526
" Three "	316	3,850	8,372
Extra Number One Feed.....	583	5,930	2,683
Number One Feed	256	2,815	1,168
" Two "	250	3,188	4,040
Rejected.....	44	696	739
No Grade.....	1,664	15,258	5,470
Condemned.....		46	15
Mixed Grain.....	61	594	559
Mixed Grain No. 2.....		1	1
Total Oats..... { Cars.....	4,159	43,460	44,826
{ Bushels.....	8,110,050	84,747,000	91,893,300

Number of Cars of Grain and Total Quantities Inspected at Winnipeg and other Points in the Western Division for the Undermentioned Periods.—*Concluded.*

	Month of June, 1917.	Ten Months ended June, 1917.	Ten Months ended June, 1916.
	No.	No.	No.
Barley—			
Number Two C.W.	2	—	2
" Three Extra C.W.	79	45	158
" Three C.W.	194	1,725	3,783
" Four C.W.	16	2,451	2,013
Rejected	100	316	437
No Grade	48	1,371	1,363
Feed	—	1,623	227
Condemned	—	2	1
Smutty	—	—	2
Total Barley.... { Cars	439	7,533	7,986
{ Bushels	570,700	9,792,900	10,781,100
Flaxseed—			
Number One N. W. Canada	445	4,295	3,518
" 2 C. W.	143	873	89
" 3 C. W.	58	331	49
Rejected	13	51	18
No Grade	25	169	14
Condemned	6	8	—
Total Flaxseed.... { Cars	690	5,727	3,688
{ Bushels	759,000	6,299,700	4,241,200
Rye..... { Cars	2	174	143
{ Bushels	2,000	174,000	143,000
Screenings.... { Cars	37	370	285
{ Bushels	37,000	370,000	285,000
Speltz. { Cars	—	—	1
{ Bushels	—	—	1,000
<i>Recapitulation.</i>			
Grain—			
Wheat..... { Cars... 14,547	14,547	154,744	247,482
{ Bush... 16,719,050	16,719,050	177,955,600	296,978,400
Oats..... { Cars... 4,159	4,159	43,460	44,826
{ Bush... 8,110,050	8,110,050	84,747,000	91,893,300
Barley..... { Cars... 439	439	7,533	7,986
{ Bush... 570,700	570,700	9,792,900	10,781,100
Flaxseed .. { Cars... 690	690	5,727	3,688
{ Bush... 759,000	759,000	6,299,700	4,241,200
Rye..... { Cars... 2	2	174	143
{ Bush... 2,000	2,000	174,000	143,000
Screenings .. { Cars... 37	37	370	285
{ Bush... 37,000	37,000	370,000	285,000
Speltz .. { Cars... —	—	—	1
{ Bush... —	—	—	1,000
Total grain.... { Cars... 19,870	19,870	212,008	304,411
{ Bush... 26,197,800	26,197,800	279,339,200	404,323,000
Canadian Pacific Railway	10,075	113,625	166,079
" " Calgary.....	311	7,183	6,405
Canadian Northern Railway.....	7,771	65,991	89,521
Great Northern Railway, Duluth.....	13	3,507	4,965
Grand Trunk Pacific	1,704	21,702	37,441
Total	19,874	212,008	304,411

RECAPITULATION—COMPARATIVE FIGURES FOR

Ten Months ended June 30.	Total Number of Cars.
1901-2.....	52,748
1902-3.....	52,499
1903-4.....	36,786
1904-5.....	37,967
1905-6.....	64,021
1906-7.....	68,570
1907-8.....	60,209
1908-9.....	84,974
1909-10.....	105,808
1910-11.....	90,591
1911-12.....	163,134
1912-13.....	178,205
1913-14.....	187,122
1914-15.....	118,285
1915-16.....	304,411
1916-17.....	212,008

TENDERS INVITED.

Australia.

MELBOURNE, June 6, 1917.

PUMPING PLANT AND EQUIPMENT FOR COMMONWEALTH NAVAL DOCKYARD, SYDNEY, N.S.W.

Tender forms, specifications and drawings have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for the supply and delivery of pumping plant and equipment for the Commonwealth naval dockyard, Cockatoo Island, Sydney, N.S.W., and are open for inspection at the Department of Trade and Commerce, Ottawa (refer to File No. A-1901). Tenders addressed to either the Director of Navy Contracts, Navy Office, Melbourne, or the Director of Naval Contracts, care Commonwealth Naval Dockyard, Cockatoo Island, Sydney, N.S.W., close on October 10, 1917.

The particulars are as follows:—

Two (2) main dock pumps with vertical spindle motors and control equipments.

One (1) vertical spindle motor and control equipment.

Four (4) sluice valves with four motors and control equipment.

Two (2) drainage pumps with motors and equipment.

Two (2) air exhaust pumps with motors and equipment.

One (1) enclosed motor and equipment for dock caisson.

VICTORIAN RAILWAYS, MELBOURNE.

Tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for equipment required by the Victorian Railways. These tender forms are open to the inspection of Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer File No. 17424). Particulars of the requirements, together with the date on which the tenders close at Melbourne, are briefly outlined thus:—

VICTORIAN RAILWAYS, MELBOURNE.

No.	Date Closing.	Particulars.
30,883.	August 1, 1917—	16,983 feet cable, 3-core, 3,300 volt, etc., as specified.
30,883.	" 1, 1917—	Lead joint sleeves, as specified.
30,883.	" 1, 1917—	Copper bonds, as specified.
30,883.	" 1, 1917—	Jointing material, as specified.
30,883.	" 1, 1917—	Joint insulating compound, as specified.
30,883.	" 1, 1917—	Two terminal boxes, for use with above cable, as specified.
30,883.	" 1, 1917—	Terminal box insulating compound, as specified.
30,883.	" 1, 1917—	Two lead joint sleeves, as specified.
30,883.	" 1, 1917—	Two copper bonds, as specified.
30,883.	" 1, 1917—	Two joints sufficient for other jointing material, as specified.
30,883.	" 1, 1917—	Joint insulating compound, sufficient for two joints, as specified.
30,883.	" 1, 1917—	300 ft. cable, 3-core, 3,300 volt, etc., as specified.

No return mail from Canada is available in time for the submission of the tender closing at Melbourne on August 1, 1917. This will necessitate interested Canadian manufacturers cabling their quotations to their representatives or to responsible merchants or manufacturers' agents.

AUXILIARY MACHINERY FOR FLINDERS NAVAL BASE, VICTORIA.

Tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for supply and delivery of auxiliary machinery for the Flinders naval base, via Melbourne, Victoria, and are open for inspection at the Department of Trade and Commerce, Ottawa (refer to File No. A-1901).

Tenders addressed to the Director of Navy Contracts, Navy Office, Melbourne, close on October 24, 1917.

The particulars are as follows:—

Two electrically-driven air pumps, with complete set spare parts.

One steam-driven air pump, with complete set spare parts.

Two small circulating pumps.

One large circulating pump.

One large feed pump, with complete set spare parts.

One small feed pump, with complete set spare parts.

One oil fuel pump, with complete set spare parts.

TRADE INQUIRIES.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, REGINA, WINNIPEG, INDUSTRIAL BUREAU, CHAMBRE DE COMMERCE DE MONTREAL, MONCTON, N.B., SAULT STE. MARIE, ONT., and FORT WILLIAM, ONT.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1072. **Saw-mill plant.**—An important company having a large amount of capital invested in Zanzibar, wishes to secure from Canada a saw-mill plant to cut about 10,000 feet a day. The plant must include boiler and engine and all machines to turn out lumber dressed four sides, with saws, knives, etc., and spare parts to provide for wear and breakage. Also a shingle machine to cut 16-inch, 18-inch and 20-inch shingles.

1073. **Representation in Russia.**—A Russian now visiting New York city wishes to get in touch with Canadian manufacturers desirous of being represented in Russia. He states that he is thoroughly experienced in the export business and perfectly acquainted with the Russian market, that he has good connections in Russia and would like to arrange for agencies with manufacturers who would be willing to keep in Russia a stock of goods such as hardware, office appliances, household articles, kitchen utensils, wearing apparel, surgical and dental instruments, toilet articles, etc. The possibility of buying goods for cash is not excluded. He will be in New York city until the 15th of August, when he leaves for Russia.

1074. **Dowels.**—A Birmingham firm wishes to hear from exporters of dowels.

1075. **Railway sleepers.**—A Birmingham firm wishes to hear from Canadian manufacturers of railway sleepers in a position to export large quantities.

1076. **Excelsior.**—An English firm is in a position to import excelsior at the present time if prices permit or would make arrangements for after-war trade.

1077. **Excelsior.**—A Birmingham firm would like to receive a small sample of excelsior with a view to testing its utility for packing bedsteads, furniture, etc.

1078. **Excelsior.**—A Birmingham firm inquires for exporters of excelsior. Fine in fibre.

1079. **Carbide of calcium.**—A London firm desires the addresses of Canadian manufacturers of carbide of calcium.

1080. **Asbestos fibre and board.**—A Canadian of high standing who has been established in Japan for many years wishes to secure supplies of asbestos fibre and board in lots of from one to twenty tons. Samples of the fibre can be seen at the Department of Trade and Commerce, Ottawa. He says those able to supply the present demand will find big business in future with Japan. Canadian producers are asked to send samples with full particulars of prices and code words together with advice as to quantities available.

1081. **Spurs.**—An English firm manufacturing racing, riding, hunting and military spurs are desirous of getting into touch with buyers in Canada of these goods.

1082. **Canned salmon.**—A London firm is desirous of being placed in communication with Canadian packers and shippers of canned salmon.

1083. **Horseshoes.**—A London firm inquires for the addresses of Canadian manufacturers of horseshoes.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

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*Canada Year-Book. (*Price, \$1.00.*)

*Census Returns. (*Price of volumes vary.*)

*Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, Lonja del Comercio. Apartado 1290, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, care of H. B. M. Consul, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Bukhgolza Ulitza No. 4, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street, Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nasseau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania, Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bagota, British Consul General.

Ecuador:

Quitto, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE BRANCH

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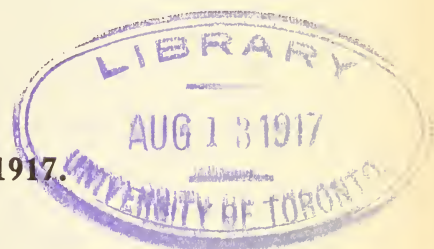


No. 704.

WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, JULY 23, 1917.



Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.

(Minister of Trade and Commerce).

OTTAWA

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1917

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The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, July 23, 1917.

No. 704

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. J. Forsyth Smith.*)

LIVERPOOL, June 6, 1917.

CANADIAN EGGS ON THE BRITISH MARKET.

During the years immediately preceding the outbreak of the war imports of Canadian eggs, which had formerly been well known on the British market, fell to negligible quantities, the Board of Trade returns noting only 14,700 great hundreds (of 120 eggs) in 1911, none at all in 1912, and 1,950 in 1913. Home requirements had so greatly increased, that Canada had become a large importer of eggs, and the total output was readily absorbed at satisfactory prices.

At the same time the increasing competition of continental sources of supply on the overseas market, favoured, as they were, by steadily growing efficiency in organization for collecting, packing, grading, storing, and marketing, lower production costs, and by a natural advantage of geographical situation, had brought prices to a level that ceased to hold out special attractions to the shipper. The war had an immediate effect upon these supplies, the total imports dropping from 21,579,950 great hundreds in 1913 to 17,904,805 in 1914, 10,246,926 in 1915, and 6,606,411 in 1916. Russian eggs in particular, which had furnished over 50 per cent of the total in 1913, dropped from 11,453,277 great hundreds in 1913 to 6,870,827 in 1914, 3,074,156 in 1915, and 734,525 or 11 per cent of the total in 1916. This decrease in supplies from the continent resulted, naturally, in producing high prices and a strong demand for transatlantic eggs, and the greatly increased production of Canadian eggs has enabled our shippers to take full advantage of the situation. In 1914 Canadian egg imports into this country were 361,173 great hundreds, in 1914, 916,326, and in 1916, 1,431,778.

Considerable complaint was made of the pack of eggs sent forward in 1914, and the resulting condition in which the product reached the market. These initial disadvantages, however, have been largely overcome by the shippers, and at the present time Canadian eggs occupy a very satisfactory position in the eyes of the trade. They are very attractively packed, clean and of the desired colour, of good size and weight, and, while they must necessarily rank below Danish and Irish fresh eggs, they are generally superior to all but the best grades of Russian eggs, especially as regards size and appearance. They always command a premium of from one to two shillings per case over American eggs.

Competing Sources of Supply.

The principal competition in the future will come from Russia. Danish eggs, while an important factor on the market, furnishing 20 per cent of total imports in 1913, are largely sold as fresh eggs, bringing top prices, and they may be regarded as in a class by themselves. They are, moreover, largely distributed from London. Danish eggs are very carefully graded as to weight and size, the various selections weighing 13 pounds, 14 pounds, 15 pounds, 16 pounds, 17 pounds, 18 pounds, etc., per 120,

while Canadian eggs practically all weigh from 14 pounds to 15 pounds per 120. Irish eggs rank somewhat lower than Danish, are sold mainly as fresh eggs, and always command excellent prices. Egyptian eggs furnished 5 per cent of total imports in 1913. They are usually of good quality and pack, but they are very small, not much larger than pullets eggs and are always sold at a discount on account of their size. Their season also is different from that of Canadian storage eggs. They are usually on the market from the beginning of January to the end of April, while Canadian and Russian storage eggs both sell, principally, from October to December. Egyptian pre-war transportation costs were 4s. per case of 120 dozen from Alexandria to Liverpool or Hull.

Canadian Packing.

The Canadian packing is highly appreciated by the Liverpool trade. The thin cases formerly used gave much dissatisfaction on account of their liability to breakages, but most shippers have now replaced these by heavier cases which come through, generally, in very satisfactory condition. In this respect, they contrast favourably with American packs, which still reach the market, to a considerable extent, in cases too frail to give adequate protection to their contents. There is also favourable comment on the leaving of spaces between the slats for ventilation, a matter that was formerly neglected to the detriment of the product. Another point emphasized by dealers consulted was the superiority of the strong, while odorless fillers, now extensively used, over the flimsy brown strawboard ones, formerly much in evidence. Apart from other considerations, the white filler promotes sales by adding considerably to the attractiveness of the packing. The excelsior cushions, top and bottom, are also very necessary as, owing to the piling of cases, one on top of the other, breakages are nearly always on top. Dealers were unanimous in their commendation of these packing devices, many of them stating that they would not care to handle eggs put up without full attention to these important details. Some complaint was made, however, of the use of the patent fastener top by some shippers without supplementary nailing. Cases nailed from the top suffer much less from pilfering, and are therefore more satisfactory.

The feeling of the trade is somewhat divided on the question as to whether the Canadian quarter case (30 dozen eggs) or the continental full case (120 dozen eggs) is the most suitable for their requirements. Many prefer the small case, stating that they meet the requirements of the retail trade much better than the Russian or Danish case, that they are much easier to handle, and that they can be more satisfactorily tiered up in the warehouse, etc. The advocates of the larger case point out that the great weight leads to more careful handling, minimizing damage, and express the view that the comparative costs must be decidedly in its favour.

Russian Cases and Packing.

The Russian case is about 6 feet long by 24 inches wide and 15 inches deep, and is divided, crosswise in the centre by a board partition. The sides and tops are about $\frac{5}{8}$ inch, and the end and middle boards $\frac{3}{4}$ inch thick; 1,440 eggs are packed in a case, forming four layers of 180 eggs each in each half-case. No board fillers or individual squares are used, the packing consisting of thick cushions of wood-wool between the layers, and on the bottoms, sides and tops. The wood-wool used is a thin wood shaving about $\frac{1}{4}$ inch wide, and makes a very satisfactory packing. On this, the eggs, graded to size, are placed somewhat after the fashion of the box-packing of apples, egg touching egg throughout, and forming, when satisfactorily completed, a firm and immovable pack. The packing, of course, requires some skill and experience, but, when properly done, the results are quite satisfactory, and the percentage of breakage small. With minor size and construction modifications, the Russian,

Danish and Egyptian cases and system of packing are practically the same, and Egyptian eggs have carried excellently in a war run of twenty to twenty-five days. Some Canadian eggs are said to have been packed, experimentally, in the large case, and to have reached the market in satisfactory condition.

In order to meet Russian competition after the war, it will be necessary for Canadian shippers to lower production costs to a minimum, and one important item in these must be the cost of the package. The cost of the Canadian 30 dozen case and fillers has been figured at 30 cents to 40 cents. The cost of the Russian 120 dozen case, nailed up, is placed at 2s. or 48 cents.

Competitive Pre-War Laid Down Costs.

The following figures of pre-war costs have been furnished by one of the principal Liverpool importers as indicating the price situation that may be expected to develop when normal conditions prevail again. They represent the amounts paid per great hundred (120 eggs) during the month of October in the years specified, for Irish eggs, f.o.b. rail station, and for Russian eggs f.o.b. Riga. About 5d. per 120 should be added to the latter to get the laid-down costs in Liverpool:—

—	1904.	1905.	1906.	1907.	1908.	1909.	1910.	1911.	1912.	1913.
Irish....	9/6	9/6	11/-	10/2	10/-	10/-	10/6	10/9	11/-	12/-
Russian.....	7/9	7/11	8/4	8/1	8/3	8/2	9/-	9/2	9/-	10/-

Russian transportation costs before the war were 5s. per case of 120 dozen, as against a Canadian and United States rate of 11d. to 1s. 2d. per 30 dozen case. Russian inland freights to port of shipment frequently add another 5s. to the transportation costs.

Another importer gives the following information as to pre-war costs of Russian eggs. "Eggs were bought in May, 1913, for delivery in October and December at 8s. 4d. to 8s. 6d. per 120, f.o.b. Hull. In October, 1913, the price for eggs, not contracted for, was 9s. to 9s. 6d. and the same price prevailed on the first of December, f.o.b. Hull. Cost of transportation from Hull to Liverpool would be 2d. per 120."

Price Range, 1916-17.

The following table gives the range of prices for Danish, Egyptian, Irish, Canadian and American, first-grade eggs on the United Kingdom markets, during the season, 1916-17:—

—	Egyptian.	Danish.	Irish.	Canadian.	American.
July, 1916.....	—	19/-20/-	17/-17/6	16/6-17/6	15/6/-16/6
Aug. ".....	—	18/-26/-	16/6 23/6	16/-22/-	15/-21/-
Sept. ".....	—	23/-25/-	22/-24/-	21/-22/-	19/-20/-
Oct. ".....	—	23/6-27/-	25/-27/-	20/-21/-	19/-20/-
Nov. ".....	14/3-17/-	30/-38/-	26/-34/-	20/-26/-	19/6-23/-
Dec. ".....	14/9-17/-	36/-	29/-33/-	18/6-25/-	17/9-23/-
Jan., 1917.....	11/6 14/6	—	23/- 32/-	18/- 21/-	17/- 20/-
Feb. ".....	11/9 14/6	—	23/- 27/-	18/9 20/6	18/- 19/6
March ".....	13/- 15/-	19/-	17/6 23/-	—	—
April ".....	12/9 14/-	19/-22/-	18/- 21/-	—	—
May ".....	12/9 15/6	23/-	19/- 23/-	—	—

Present Season Prospects.

The outlook for the coming season, under present conditions of restricted importation, is, of course, for a strong demand at high prices for all eggs that can be placed on the market. The doubtful factor is as to the shipping space that can be secured for trans-Atlantic supplies. Representatives of the Liverpool egg trade recently interviewed the Controller of Shipping in this connection, however, and while no definite promise could be secured, the interview resulted in a feeling that fairly satisfactory arrangements would be possible in this regard.

Channels of Distribution.

The principal egg shippers of Canada have agents representing them on the Liverpool market, and are thus kept fully in touch with all developments affecting their business. There are also a number of importers doing business with shippers who have no representation on the market. These firms either buy at a c.i.f. or f.o.b. price, or handle on shippers' account. Some important firms do 90 per cent of their business on a commission basis, and when reliable connections are formed, the results are entirely satisfactory. The usual terms are 5 per cent and 3d. a box handling charge.

Egg shippers who have not yet formed connections on the Liverpool market are invited to communicate with this office.

Views of the Trade.

No. 1.—"Under normal conditions, Canada will find it impossible to compete with Russian eggs for the spring trade. The advantages of Russia's geographical position are too great. Eggs loaded in Riga on a Thursday can be placed on the Liverpool market on the following Tuesday. The home and Irish supply also prove a formidable competitive factor at this time."

No. 2.—"Considerable harm is done to the representation of Canadian eggs by the dishonest selling of United States eggs as Canadians. In the interests of future business American eggs exported via Canadian ports should be indelibly marked: "Produce of the United States." Marks showing that American eggs have been packed in Canada may also be used to dishonest purpose. Primary distributors are always able to distinguish between the two, but many of the smaller dealers fail to discriminate between genuine Canadian eggs and American eggs packed in Canadian boxes. As there is no question of the superiority of the former, Canadian business is bound to be injured."

No. 3.—"There has been very little breakage of Canadian cases during the past season. Canadian shippers have every reason to be satisfied with their present package."

No. 4.—"We are strongly of the opinion that the Russian case is preferable to the Canadian. The cost is less, and there can be no doubt but that they carry better. The loss from breakage is less than 1 per cent."

No. 5.—"We do not think that Canadian shippers would benefit by adopting the elaborate Danish grading system, with separate packs for the various weights from 14 pounds to 18 pounds per 120. If Canada sends us none but her first-grade eggs, sound and clean, weighing, as nearly as possible, 15 pounds per 120, they will meet with a good reception on the market and answer all requirements."

No. 6.—"Prices for eggs will be very high this year. Twelve months ago, we were paying 13s. 6d. to 13s. 9d. per 120 for Irish eggs. Spot prices are now 18s. to 19s. 6d. And this is in spite of the fact that there are more Irish eggs than there were last year."

CANADIAN POULTRY.

The cutting off of imports of poultry from Russia, which, before the war, was the main source of supply to this country, has furnished an opportunity to American exporters, of which they have taken full advantage. At the present time the United States holds the first place on this market, supplying 45 per cent of total imports, while China, a very small factor in 1913, now supplies about 30 per cent of the total. Canadian poultry shipments have also been increased, the quantities imported in 1915 being about double 1913 imports, but imports from Canada are still comparatively small.

The Liverpool trade have shown considerable interest in the possibility of further developments in the Canadian poultry business, but point out that the supply must be larger and more dependable before it can be placed on a mutually satisfactory basis. Some excellent packs which have reached this market have given every satisfaction, but sufficient quantities have not come forward regularly, to create a definite demand for Canadian as against competing packs.

A prominent dealer, who handles considerable quantities of American poultry, states that the principal difficulty he would meet with in buying the Canadian product would be the present irregularity in grading and packing. He can buy American poultry and sell before arrival of the goods, confident that he will be in a position to deliver what he has sold. He either buys certain brands with which he is quite familiar, or he can rely on his shippers when they promise him new brands, equal to "so-and-so's milk-feds, corn-feds, etc." In many cases, this is not possible with Canadian offerings, many of which are not sufficiently well graded, the same case frequently containing large and small, fat and thin, chickens and "stags." He regards grading to size as very important, and gives the following illustrative size selections: Cases, containing one dozen birds, to weigh 28 pounds to 30 pounds, birds, $2\frac{1}{4}$ pounds to $2\frac{1}{2}$ pounds each; 30 pounds to 33 pounds, birds over $2\frac{1}{2}$ pounds to $2\frac{3}{4}$ pounds each; 34 pounds to 36 pounds, over $2\frac{3}{4}$ pounds to 3 pounds each. The most popular sizes are from $2\frac{1}{4}$ pounds to 3 pounds. On a market, where the consumer commonly buys chickens by the pair, and where retail sales are made on this basis and not by the pound, the small sizes move much more readily, and it is very hard to sell birds weighing over $3\frac{1}{2}$ pounds.

The season for transatlantic poultry is from December to March. On arrival in this country they are put into cold storage and sold, as required, up to December, when Irish poultry reach the market and obtain the preference.

American poultry are much appreciated in Liverpool, and rank ahead of Russian in the estimation of the trade. They are sold in two grades, as milk-feds and corn-feds. Chinese poultry are also favourably commented on, as they are well packed and graded, and of the small sizes, which best suit the requirements of the market.

Canadian poultry-shippers who desire to extend their connection in Liverpool are invited to communicate with this office.

POTATO FARINA.

Information taken from a recent article in a trade paper furnishes an interesting supplement to a paragraph on the demand for potato farina given in a previous report. The writer advocates the production of farina in the United Kingdom, to replace the imported product. He points out that, of the thousands of tons annually used by the textile industries, nearly 95 per cent before the war came from the continent, mainly from Germany and the Netherlands, and makes out an interesting case for the utilization of surplus potatoes in the manufacture of this product. Since the war supplies have been coming mainly from Japan and the United States. The average price range of farina in this country before the war was £11 15s. to £15 per ton. In 1915, the price rose to £30 to £35, and the best Japanese farina has recently changed hands in Liverpool at £42.

THE APPLE EMBARGO.

No further official announcements have been made in regard to the embargo on apples. It seems reasonable, however, to hope that arrangements may be made for permitting the importation of a certain percentage of pre-war importations. In the case of Canadian canned salmon, it was proposed to limit importation during 1917 to 50 per cent of 1916 importations. It was pointed out, however, that importations of canned salmon from Canada in 1916 were only about half those of pre-war years, and so the percentage allowed for 1917 was fixed at 50 per cent of 1913 imports. The situation with regard to apples is very much the same. The year 1915 was an off-year for apples, and 1916 was a year of exceptionally poor crops. As a result, during those years Canada exported to this country less than half of the normal export quantities, while the United States, in spite of shipping difficulties, has maintained its export quantities close to the normal level of 1,000,000 barrels a year. If, therefore, 50 per cent of 1916 imports from each country is permitted to come forward, the United States would be sending 50 per cent of their normal shipments as against 25 per cent from Canada. It would appear that the case for using 1913 as the basis for whatever percentage may be decided upon is exceptionally strong, especially in view of the fact that this principle has already been accepted in the case of canned salmon. A greater difficulty may be to convince the authorities that apples are a sufficiently valuable food, in proportion to the space occupied, to warrant the importation of even 50 per cent.

CATALOGUES, PRICE LISTS, ETC., ASKED FOR.

The Liverpool office has just been opened and is, therefore, very poorly supplied with Canadian manufacturers' catalogues, price lists, etc. It is believed that the present is an excellent time for our manufacturers to get into touch with the export market with a view to post-war developments, and it is suggested that the work of the Trade Commissioner would be greatly facilitated, and his opportunities of doing effective work in the interests of Canadian trade increased, if prospective exporters would communicate with him in the near future, giving the fullest possible information of what they may have to offer. The arrangements necessary before new connections can be formed take some time, and it would be a decided advantage to have the preliminary stages of investigation and getting into communication with possible buyers completed before the end of the war. It should be realized that the possession of the definite data called for renders possible specific inquiry and investigation that is impossible on the basis of Government statistics or other general information available. Canadian manufacturers are urged to give this request their prompt attention.

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. F. A. C. Bickerdike.*)

MANCHESTER, June 18, 1917.

GOVERNMENT CHEESE.

Details are now available of the system under which imported cheese from Canada, New Zealand, Australia and the United States, requisitioned by the Government, will be distributed.

The cheese at present is in the hands of the Board of Trade, and the method of distribution is as follows: Every retailer in the United Kingdom must apply to the

firm from whom he usually obtains his supplies, and a form will be sent to him whereon he must state his sales during 1916, and his requirements of Government cheese for the next twelve months. The wholesale house to whom the application form is then sent must total up the quantity applied for, and it is then required to make its application for supplies to an importer from whom it has been receiving its supplies during 1916. All cheese will be invoiced on Government invoice forms on which the conditions of sale are clearly set out. The price to the public has been fixed at 1s. 4d. (32.4 cents) per pound.

RETAIL PRICES OF FOOD.

The retail prices of food in the United Kingdom on June 1, given by the *Board of Trade Labour Gazette*, were about 2 per cent higher than on May 1. The greatest increase recorded was in respect of British mutton, which rose about 11 per cent during the month. Frozen mutton showed an increase in price of between 7 and 8 per cent. Beef was from 4 to 5 per cent dearer, while margarine was 8 per cent more. Butter was cheaper by 2 per cent for sale and 3½ per cent for fresh. The prices of flour, tea, sugar and eggs advanced during the month by 2 to 4 per cent, and bread to a smaller extent. Milk, cheese and potatoes showed little movement in price, the same being the case with bacon. A fall of nearly 2 per cent was recorded in the price of fish.

Comparison with 1914 Prices.

In the following table is given a percentage comparison of the level of prices on June 1, 1917, in relation to the normal figures of July, 1914:—

Article—	Increase per cent.
Beef (British): Ribs..	87
“ “ Thin flank..	121
“ (chilled or frozen): Ribs..	112
“ “ Thin flank..	146
Mutton (British): Legs..	94
“ “ Breast..	134
“ (frozen): Legs..	126
“ “ Breast..	181
Bacon (streaky)..	80
Fish..	134
Flour..	109
Bread..	100
Tea..	73
Sugar (granulated)..	178
Milk..	60
Butter, fresh..	67
“ salt..	66
Cheese..	123
Margarine..	68
Eggs, fresh..	85
Potatoes..	144

THE LABOUR MARKET IN MAY.

The *Labour Gazette* further states that in May nearly all the principal industries were fully employed, and in many cases the depleted staffs were working at great pressure with much overtime.

The increase in wages and war bonuses reported to the Department as taking effect in May affected 290,000 workpeople, and resulted in a total increase of nearly £45,500 per week. No decreases were reported.

Trade Disputes.

Exclusive of the principal dispute in the engineering trades, as to which full particulars are not yet available, the number of disputes beginning in May was 42, affecting 29,977 workpeople. The latter figure, when added to the number of work-

people involved in disputes which began before May and were still in progress at the beginning of the month, gives a total of 37,239 workpeople as compared with 25,534 in the previous month, and 30,439 in May, 1916.

MEAT SUPPLIES.

The President of the Board of Trade announces that no meat has been commandeered in the overseas dominions, but the whole exportable output of Australia and New Zealand has been purchased by agreement, at the following prices:—

Australian beef.. . . .	per lb.	4½d.
" mutton.. . . .	"	5½d.
" lamb.. . . .	"	6½d.
New Zealand beef.. . . .	"	5d.
" mutton.. . . .	"	5½d.
" lamb.. . . .	"	6½d.

EMPIRE'S MINERALS.

The Press Bureau announces that by direction of the War Cabinet, the Minister of Munitions has arranged for the appointment of an inter-departmental committee to prepare a scheme for the establishment in London of an Imperial Mineral Resources Bureau, to collect information in regard to the mineral resources and the metal requirements of the Empire, and to advise what action, if any, may appear desirable to enable such resources to be developed and made available to meet requirements. The secretary is Mr. Oswald C. Allen, and all communications on the subject should be addressed to him at the Ministry of Munitions, Whitehall Place, London.

SHORTAGE OF COTTON.

The serious shortage of cotton continues to cause grave concern in the staple industry of Lancashire. The position is serious and it is difficult to foresee a remedy. There seems no likelihood of the adoption of organized short time, though an effort is being made to compel all spinning mills to run not more than 80 per cent of their machinery. It is doubtful, however, even if this is accomplished, whether it will appreciably affect the present consumption.

CHINA.

REPORT OF TRADE COMMISSIONER.

(*Mr. J. W. Ross.*)

SHANGHAI, June 9, 1917.

Shipbuilding in Shanghai.

In an important shipping port like Shanghai it was to be expected that docks for the overhauling and repair of ships would be required, consequently dock companies were early established in the history of this port; some of which beginning in a small way, have by the extension of their plants and the absorption of other companies, now become large and important industries, occupying extensive areas of land and water frontage, and employing many hundreds of mechanics and workmen, and in the course of time from being mere repairers of vessels have become important ship-builders. Their plants are now equipped for the construction of different types of river and ocean going ships on modern and up-to-date principles and with considerable tonnage capacity.

By the courtesy of the general managers of the chief shipbuilding and dock companies in Shanghai, the following facts concerning the shipbuilding industry in the port have been obtained.

THE KIANGNAN DOCK AND ENGINEERING WORKS.

The above works was first started by the Chinese Government in connection with the Kiangnan Arsenal in the sixties of the last century. At that time the works consisted of only one small dock 250 feet in length. At the present time with the general expansion of the industry, the dock capacity is now 544 feet. The water frontage extends for upwards of three-quarters of a mile. The pumping plant is ample for the capacity of the dock, which is well-equipped for all classes of work.

The shipbuilding yard lies to the east of the dry dock. It is of great extent and excellently laid out, with plenty of frontage for future development. All the building berths are served by, and equipped with, the latest shipbuilding machinery.

The machine shop is upwards of 600 feet long and is served by travelling cranes on an overhead gentry for 400 feet. The machines are thoroughly up-to-date and have been installed as opportunity offered during the last 10 years. The foundry is adjoining the machine shop and can produce castings up to 20 tons weight.

During the past 12 years this company has turned out from their yards an extensive and varied list of vessels, including cruisers and torpedo-boat-destroyers, down to motor pinnaces for the Chinese navy. Merchant marine ships of all types have been successfully built, the largest of which is the Kiangwah, of about 4,000 tons displacement, with a speed of 16 knots. Tugs and barges of many types are constantly being constructed, also icebreakers, suction dredges and hopper barges. The works specializes in all types of fast light-draft craft for river work and the carriage of oil in bulk.

Since the introduction of railways into China the construction of all classes of rolling stock, with caissons and bridges, has also been successfully accomplished by this company for the various railways in China.

The vessels recently completed by this establishment include: A car ferry to operate between Nanking and Pukow across the Yangtze river, a lumber steamer for the China Import and Export Lumber Company; the icebreaker Mei Ling for work on the Hai Ho; the last one to be launched being the Mei Tan, the first of a fleet of several similar vessels to carry kerosene on the Upper Yangtze and other rivers of China, for the Standard Oil Company of New York.

THE NEW ENGINEERING AND SHIPBUILDING WORKS.

The above works which was established in the year 1900, occupies an area of land about 17 acres in extent, and has a water frontage of 1,200 feet with an average depth of 15 feet at low water. The works which comprise two yards known as the "Dock Yard" and "Vulcan Yard," is equipped with an up-to-date plant, which includes an installation of hydraulic riveting and flanging machinery, pneumatic tools, electric drilling machines and electric and oxy-acetylene welding plant for the quick execution of repair work.

The dry dock is of such dimensions as easily to accommodate most of the large vessels visiting the port, and it can be pumped out in two-and-a-half hours, which time is generally utilized for scrubbing down hulls preparatory to inspection. The particulars of the dock are as follows:—

	Feet.
Length of blocks	570
" over all	577
Entrance	70
Width of sill	60
Depth to floor	28
Depth on sill (H.W.O.S. tides)	21
Depth on 3-foot blocks (H.W.O.S. tides)	21

In addition there are sheer legs at the head of the dock capable of taking lifts up to 70 tons and a complete salvage outfit which is held in readiness for all cases of emergency.

The various classes of engineering projects that the company has successfully undertaken in the past cover a large range, from the smallest pleasure launches to a vessel of over 3,400 tons; land and marine engines, boilers, etc., etc.

SCARCITY OF MATERIAL.

The difficulties experienced in obtaining material such as steel, plates, angles, etc., has seriously delayed operation on many occasions since the beginning of the war. Formerly all the steel required came from England and Belgium, but principally from the former country. At present the United States furnishes what is required; supplies are coming in more regularly and the situation in this respect has improved within recent months.

WORKMEN'S WAGES.

The wages paid to Chinese workmen are much lower than what are paid to similar operatives in foreign countries. This difference, however, is more relative than actual, for the Chinese are extremely slow about their work, and are difficult to hurry or rush. It is safe to say that the day's work of three European or American operatives would equal that of five Chinese.

The following figures represent the average wages paid to the different trades and workmen employed in Shanghai shipbuilding and engineering works (changed from local currency into English money):—

Chinese foremen	£6 to £12 per month.
“ machinists	2s. 6d. to 3s. 6d. per day
“ riveters	2s. 6d. to 3s. 6d. per day
“ boilermakers	2s. 6d. to 3s. 6d. per day
“ moulders	2s. 6d. per day.
“ labourers	1s. per day.

THE CHINESE AS WORKMEN.

In a recent article published in the *Shanghai Press* the general manager of the Shanghai Dock and Engineering Company has this to say of the Chinese workmen in their employ:—

The Chinese are found to be smart and clever, patient and willing, and as fond of work as the foreign workmen. The father brought his sons and the sons their children, so that now we find a large and ever-increasing population skilled in the arts of engineering and shipbuilding, with thousands of families depending upon them and their workmanship, comparing favourably with the best in any part of the world. Many remained in the old company and stood by them through all the changes of time from one generation to the other, and at the present day are found many Chinese foremen and workmen still active in the works who have been connected with them for over fifty years. The largest steamers and the most powerful machinery are built by Chinese labour, only under British foremen, out of the raw materials with no help from the outside world except for any patent equipment specially called for and the supply of the plain flat steel plates, bars and ingots which are so far not yet produced in the country in an acceptable quality suitable for high-class shipbuilding and engineering work as required by the Western surveying societies such as Lloyds, British Board of Trade, British Corporation, etc.

DIFFICULTIES ATTENDING THE INDUSTRY IN CHINA.

The same authority further states: “As long as the shipbuilding industries in China depend upon foreign supplies for their steel materials, etc., it is absolutely necessary that China should grant duty-free entry to all such materials, as under the present schedules not only has 5 per cent import duty to be paid on all materials imported, but over and above this a further 5 per cent ad valorem duty is levied on

all finished work which is exported. This Government tax of 10 per cent makes competition with other engineering and shipbuilding firms in the Far East working under more favourable conditions extremely difficult."

Shipbuilding in Hong Kong.

Quite as great activity has characterized the shipbuilding industry in Hong Kong during recent months as in Shanghai, and the two establishments of the colony, the Tai Koo Shipbuilding and Engineering Company and the Hong Kong and Whangpoo Dock Company, are generally regarded as having had a prosperous year in 1916.

The shipbuilding which has been turned out from these yards is mostly for employment in the Hong Kong, Java and Siam trade and for the West river and coasting service; taking the place of German steamers which were formerly largely engaged on those runs.

The Tai Koo Shipbuilding and Engineering Company has recently completed one steel twin-screw steamer, 250 feet long, and one steel single-screw steamer, 225 feet long, for this trade, the engines in these vessels being of the usual triple-expansion type. The same yard has under construction two steel single-screw steamers, 223 feet long, for the Siam Steamship Company, two steel single-screw vessels, 291 feet long, for Jardine Matheson and Company for Chinese coasting trade, and four single-screw vessels, 270 feet long, for Norwegian owners. The engines in all these vessels are of the triple-expansion type. All of these vessels are of the usual coast-trade class, with accommodation for a limited number of passengers.

The Hong Kong and Whangpoo Dock Company has recently completed two vessels, each of 2,077 tons gross, and 1,400 indicated horse-power, and a third of 1,910 tons gross and 1,400 indicated horse-power for the Straits Steamship Company; and another of 2,550 tons gross and 2,000 indicated horse-power for the China Navigation Company to be employed in the coasting trade. This yard has also under construction a vessel similar to the latter and of the same dimensions, and another of 3,450 gross tons and 1,800 indicated horse-power. These two being also for the China Navigation Company. There is also under construction for the Blue Funnel Line two vessels of 6,200 gross tons and 3,500 indicated horse-power, each of the usual coasting type.

NORWAY AND DENMARK.

REPORT OF COMMERCIAL AGENT.

(*Mr. C. E. Sontum.*)

CHRISTIANIA, NORWAY, May 22, 1917.

THE NORWEGIAN PULP AND PAPER MARKET.

The present situation of the Norwegian pulp and paper market is illustrated in the following article taken from the Norwegian trade paper *Farmand* in a recent issue:—

"From subscribers abroad we have had complaints that our reports, for instance of the paper and pulp markets, are so meagre as to be almost useless, and that we do not give information as to shipping and rates of freight, etc. But what is an editor to do when the situation changes from day to day with kaleidoscopic rapidity, and when the powers that be forbid the publication of any detailed news about shipping?"

Owing to the great restriction in the paper industry of Norway and the urgent demand, the price of "news" on reels has advanced to about \$133.33 f.o.b., sulphite cellulose at the present moment commands \$160 for "easy" bleaching, and \$153.33 for "strong," less commission, and "moist mechanical" wood-pulp sells from about \$18.67 to \$19.20 per ton clear net f.o.b., in spite of the fact that the rate of freight to the United Kingdom on moist mechanical pulp is as high as \$26.67 to \$29.33 per ton.

The above figures are given with considerable hesitation, and only in order to give our subscribers abroad some indication of the abnormal condition which just now prevails in these markets.

Foreign buyers of mechanical pulp particularly have given those exporters whom they have learned to trust, discretionary orders to arrange tonnage best possible. This, we believe is, under present circumstances, really the only way, for it is necessary to accept boats, when they are to be had; it is seldom possible to obtain a firm offer for so long a time that a reply can be had from abroad.

During the last fortnight an increasing tonnage has been cleared in and out of Norwegian ports, but the rates of freight are terribly high, and the high cost of insurance is a heavy burden upon business. Several thousand tons of cellulose have been or are being shipped; prices are unchanged and very firm. Considerable quantities of mechanical wood-pulp have likewise recently left Norway. Prices remain unchanged. The production of mechanical is constantly being reduced. Wood-goods are still almost unsaleable owing to the enormously high freight rates which are demanded.

Record Earnings for the Norwegian Cellulose and Paper Factories in 1916.

The cellulose and paper factories of Norway have in 1916 had a record year in the history of their existence in spite of both the shortage of coal and the blockade. Several factories have recently published their yearly statements, which show earnings for the cellulose factories of from 30 to 260 per cent of the share capital. The paper factories show from 50 to 140 per cent. In most instances only part of the earnings have been distributed among the shareholders, as the balance has been set aside for enlargements of the mills and the purchase of modern machinery. The earnings in many cases have also been employed to increase the share capital.

When, in spite of the high prices of the raw materials and increased wages, such results have been possible, it must only be accredited to the exceptionally high prices, that have ruled throughout the year.

THE LUMBER EXPORT NOT SO LUCRATIVE.

The difficulties which the Norwegian lumber industry encounters at present are causing much anxiety among the saw-mill and planing-mill owners. Already some months ago, when the first difficulties commenced, the mills had large stocks on hand, and these have meanwhile increased considerably, as the mills have kept the work going in spite of the stop in the export, on account of giving employment to many labourers. Now, however, all their storage sheds are entirely filled up, and they have had to commence storing outside, which is connected with considerable risk. This can therefore not continue in the long run, and the leading lumber-mill owners say, that in the course of a few weeks they will have to discharge their labourers if matters do not improve.

GREAT DIFFICULTIES FOR NORWEGIAN CANNED GOODS EXPORT TRADE.

From the city of Stavanger, Norway, which is one of the principal centres for the canned goods industry, it is reported, that this industry is up against a very critical period. At the same time as the workmen threaten with laying down the work, the supply of materials for the tin cans is getting ever more difficult to obtain. The

stocks of materials at hand are very small. From the United States there have been bought some smaller quantities of tin-plate but it is now reported that the works over there are fully engaged for a year to come, so nothing more can be expected from that country.

The canned goods export trade from Norway, which before the war was in a rapid growth has successively decreased. The enormous freights and high prices on all materials, also the fish, have made the competition very difficult. If the war continues for a longer period, it is feared that the Norwegian canned goods industry will get a blow which it will take years and heavy outlay to overcome.

GREAT PROGRESS IN ELECTRICAL MELTING.

In connection with my previous report (*Weekly Bulletin* No. 679) about the erection in Norway of electric melting works, which, from several letters I have received from Canadian correspondents, seems to be of interest, I may add, that lately there has been contracted for the building of nine such plants, of which one is for the Norwegian Army. The patents were taken out by the Swedish civil engineer, Mr. Ivar Renefelt, of Stockholm, in 1912-13. Of these furnaces especially constructed for the purpose of melting iron, steel and other metals there are now altogether 100 sold. The furnaces have proved very advantageous to Norwegian conditions, since here as a rule, comparatively cheap power is available and they have the advantage that they can easily be used at times, when the power is not employed by the factories for the machines. There are therefore several factories which use them for the melting of steel and iron during the night while the casting is done in the morning. Now, when it is both expensive and difficult to obtain coal, this method of melting is very advantageous. The patents for Norway are owned by A. S. Elektriske Ovner, Christiania.

DANISH INDUSTRIES APPROACHING A CATASTROPHE FOR WANT OF RAW MATERIALS AND COAL.

From Copenhagen it is reported that much anxiety has been prevailing during the last few weeks on account of the submarine war and the shortage of tonnage, whereby the supply of all necessities for the factories and the farming is steadily diminishing. In spite of all efforts to increase the production of peat-fuel and brown coal, it will not be possible, it appears, to cover more than the needs of the households for the coming winter, and there will be nothing left for the industries. During the last three months only a small part of the usual import has arrived, and it is now only a question of weeks when all industries dependent on the fuel-supply will have to stop. Added to this comes the failing arrivals of grain and feedstuffs and of raw materials for the industries. Of the former, which embrace one and one-half million tons, some cargoes have arrived lately, but not enough to fill the demand.

Of oils of all kinds such as kerosene, gasoline and lubricating oils hardly anything has arrived of late. The Aarhus Oil Mill, which supplies the many margarine factories of Denmark with oleo oil, has had to stop running for want of copra. Of other industries that are suffering may be mentioned the textile industry, the cotton spinneries and the weaving factories as well as the tanneries.

The present situation has made it plain how dependent the Danish industries are on the supplies via the North sea, and the stoppage of these through the German submarine war therefore is a serious affair for the economy of the country in general.

CATTLE CENSUS IN DENMARK IN FEBRUARY, 1917.

The cattle census of Denmark in February last shows the following result:—

Horses..	Total	538,000	against	515,000	in 1916.
Cattle	"	2,453,000	"	2,290,000	"
Swine..	"	1,981,000	"	1,983,000	"
Sheep..	"	270,000	"	254,000	"

The same census also included hens, showing the number to be 8,248,000.

GROCERIES, CANNED GOODS AND ENAMELLED HARDWARE FOR THE WEST INDIES.

Mr. E. H. S. Flood, Canadian Trade Commissioner, Barbados, in a recent report, says:—

“It appears to be recognized here among the grocery trade that some considerable portion of the business in shelf goods, formerly done in the English market, and which is now going to the United States, could be diverted to Canada, were it not that goods ordered from the United States are obtained as a rule much more quickly than from Canada, especially canned fruit which the grocers say sometimes takes months before coming to hand. Canadian butter, cheese, flour, and feedstuffs are already well-known and need no further introduction, but it is suggested that samples of canned and bottled goods, such as jams, peas, cocoa, tea, and salmon should be shown more generally. This would presumably be best effected through qualified representatives carrying lines of samples.

“There are also lines of enamelled hardware and household requisites of similar character carried by the grocery trade in the West Indies, none of which is supplied by Canada. It is desirable that Canadian manufacturers of these lines should approach the grocer, but in all instances it would be necessary that full particulars and details of style, quality, and manner in which the goods are shipped be made known. There appears to be a general desire among the grocers to favour Canadian products when possible.”

MINERS' TOOLS IN JAPAN.

ACTING TRADE COMMISSIONER.

(*Mr. E. F. Crowe.*)

Japan has within the past few years made great strides in the manufacture of miners' tools, and is now able to meet her own requirements almost entirely with home-made goods.

Prior to the war, shovels and scoops were imported to some extent, mostly from the United Kingdom, but with the cessation of imports several of the ironworks commenced manufacturing them here on a small scale. Their operations were gradually extended until the output in Japan is now replacing the goods formerly imported.

It is impossible to give exact figures for the import of miners' tools during the past few years, as in the customs returns they are classified together with agricultural implements, etc. The import under the combined heading of “Mechanics' tools, agricultural implements and parts thereof,” since 1913 has been as follows:—

1913..	Yen.	497,457
1914..	“	322,809
1915..	“	184,261
1916..	“	246,300

The great increase in freight rates doubtless accounts for the advance in 1916. The usual practice with regard to the supply of tools is for the miners to provide

their own tools. Most of the men, however, owing to lack of funds, purchase them from the colliery offices at the mines, or from their foremen, on credit, and the cost is deducted from their wages.

The tools mostly used are picks, chisels, hammers, scrapers and tamping-rods (shaped as shown in the accompanying illustration), together with the ordinary shovel and scoop. With the exception of chisels all the tools are now made in Japan. The chisels are imported from the United Kingdom or the United States. The shovels and scoops are as a rule smaller than those used in other countries, as the people are of shorter stature. In most cases it is only the metal portion that has been imported, the handles being made in Japan from native wood, as this enables advantage to be taken of the lower rate of duty, e.g.:—

Import Duty in Coal Miners' Tools.

Shovels and scoops—with handles	\$4.10 per 100 kin.
“ “ other	2.10 “
Other tools above mentioned (chiefly)	20% ad val.

Coal borers or boring machines have all to be imported, the United States supplying the bulk of this kind of machinery. The Sullivan Machinery Company of New York has done a good deal of business in this line.

Coal cutters are only used to a very limited extent owing to the cheap cost of labour, thickness of the coal seam, nature of strata of the roof and floor, partings and silicified wood among the coal seams.

Firms desiring to do business with Japan in miners' tools should communicate with the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, in order to receive the addresses of likely Japanese importers. (Refer to File No. 17217.)

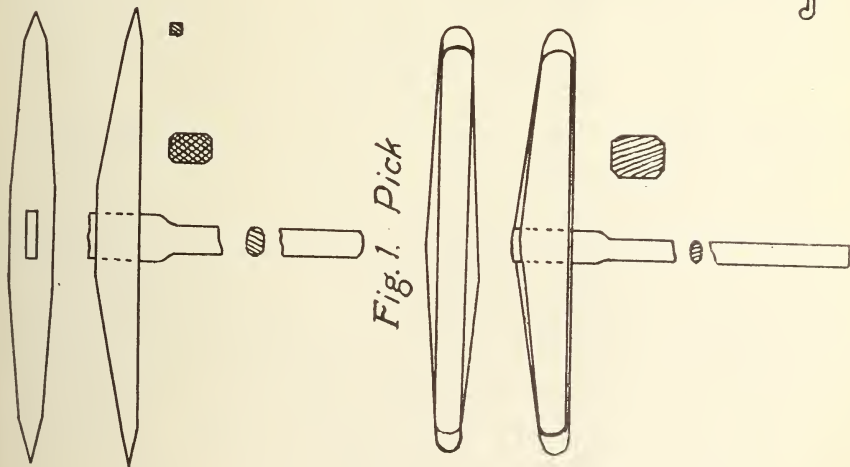


Fig. 1. Pick

Fig. 4, Hammer

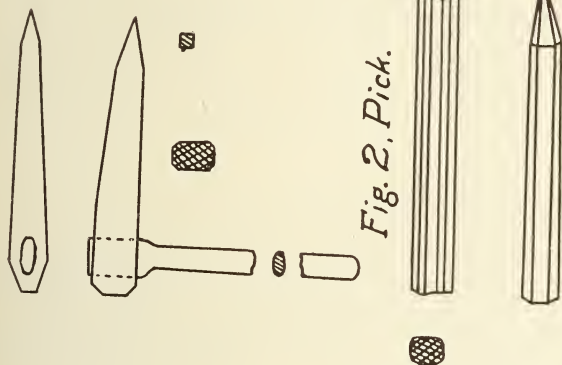


Fig. 2, Pick.

Fig. 6, Scraper

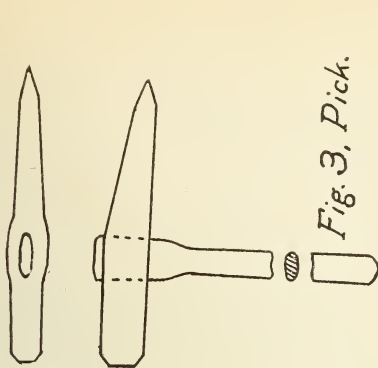
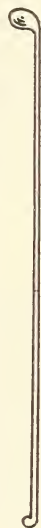


Fig. 3, Pick.



Fig. 5, Chisels.

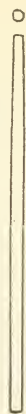


Fig. 7, Tamping-rod

FOREIGN MARKETS FOR IMITATION LEATHER.

(United States Commerce Reports.)

British Honduras.

(Consul William L. Avery, Belize.)

A personal inquiry at all the mercantile houses in Belize revealed the fact that none of them carried any stock of bookbinding or upholsterers' leather, or its substitutes, and that nothing in that line was ever imported except to fill a special order.

At the Belize Prison, where all the bookbinding and cushion-making done in this colony is part of the work of the prisoners, it was found that the leather used in those industries has been always imported from England, the total value never exceeding \$200 per annum.

Cushions for motor-boats in Belize are usually covered with light canvas, and it is improbable that leather or fabrikoid or any substitute would serve the purpose better, the canvas cushions receiving less injury when wet by salt water.

The present duty on leather or substitutes is 15 per cent ad valorem; terms are usually 60 to 90 days, 2 per cent off for cash.

The only probable customer at this writing would be the Government of British Honduras, Department of Prisons.

Cuba.

(Consul General James L. Rodgers, Habana.)

There is comparatively little of a market in Cuba for imitations of leather, principally because there is practically no manufacturing of articles in which it can be used. There is, however, considerable importation of products in which imitation leather is used. In normal times much of this comes from Germany, but at present the importation is nearly all from the United States.

There are no statistics showing the importation of imitation leather. It is not probable that any market of importance could be developed because there is little incentive for manufacturing articles from it.

Dominican Republic.

(Consul General S. Edwards, Santo Domingo.)

The Dominican Republic offers a market for the different kinds and grades of imitation leather. Although the market is limited at present it is worthy of the attention of American producers.

While figures are not available to show the proportion that this class of imports bears to the total importation of leather and manufactures of leather, it should be noted that the value of the latter imported from the United States in 1915 was \$281,007, and from all other countries \$15,792, while in 1916 the imports from the United States increased to \$367,723 and from other countries to \$17,795. Without doubt the great bulk of the leather imports into this country included boots and shoes, trunks, suitcases, and tanned and finished goatskins. The local consumption of skins for boots and shoes is said to be about 200 per week, of an average weight of 2 pounds each skin, about the same number being used in San Pedro Macoris. Nearly all of the domestic cattle hides are tanned in local tanneries and find a market here, being used principally in the manufacture of shoes and harnesses. Shoes are being manufactured quite extensively, and the production includes many of the finer grades.

HAT MANUFACTURE—CARRIAGE UPHOLSTERY.

The manufacture of straw hats has become quite an important industry, and one concern that has been in business in Santo Domingo city for ten years appears to be doing a thriving business and employs a number of persons. Its product is a very good hat, and while a number of different grades are made, the standard hat sells for \$1.50.

There being no street cars, either in the capital or the important towns, coaches and carriages are very generally used. These vehicles, which appear to be all of one type, are well made and quite comfortable. They are manufactured locally, the springs, tires, and some other parts, including the leather for upholstering and for the tops, being, however, imported. These industries, therefore, which will certainly grow in importance, afford the possible market for imitation leather.

While in the shoe trade this country provides all the coarser leather, all the finer grades or substitutes therefor must be imported. In the manufacture of straw hats, the sweatbands are all imported, the concern mentioned above informing me that it purchases these bands already made in the United States. In the manufacture of vehicles, a suitable grade of imitation leather might well be introduced for the tops as well as for upholstering.

At present the principal users of leather, such as the shoe manufacturers and hat makers, deal directly with the concerns in the United States from which they make their purchases. In turn, the shoe repairers, the harness makers, and carriage builders buy from the manufacturers the leather they need. There are no agencies in the proper sense. The best method, therefore, to advertise the product would appear to be by direct correspondence with the principal users.

TARIFF CLASSIFICATION—REGISTERING OF TRADE MARK.

Imitation leather is not specifically classified as such in the tariff law of this country but, assuming that the base used in the preparation of an imitation leather is cotton cloth, it would probably, for the purpose of customs duties, come under the classification of paragraph 475 of the Dominican customs tariff which provides that "Cotton oilcloths for tables, shelves, carriage tops, carriage curtains, carriage covers, and similar uses" should pay a duty of 25 cents per kilogramme net weight.

American manufacturers entering the Dominican market should be cautioned to protect their product by first registering their trade mark. Provision is made by virtue of a governmental decree of November 14, 1914, whereby trade marks may be registered for ten, fifteen or twenty years upon the payment of \$17, \$22, and \$27, respectively, which sums include the deposit of \$5, \$10, or \$15, the further fee of \$10, and \$2 additional for stamped documents.

The Dominican law requires that there be presented for consular certification at port of shipment four copies each of the consular invoices and bills of lading. The invoices must be in Spanish and contain the following data:—

Name of the shipper, the captain, the vessel, port of shipment, consignee, importer, and destination of steamer; the mark, number, gross and net weights, contents, and kind and value of each package. A separate invoice is required for each consignment, and for each mark, even when applied to only a part of a consignment. Packages of uniform contents, weight, form, mark, and number may be included in one item in the invoice. Weight need not be marked on the packages, and packages may be marked either with stencil or brush. The bills of lading must show the marks, number, and gross weight of packages.

Dutch West Indies.

(*Consul George S. Messersmith, Curacao.*)

There is at present no demand for imitation leather in the Curacao consular district, which covers the islands of the Dutch West Indies. Of these islands Saba, St. Martins, and St. Eustatius are very small and their total population is about 8,000. There is no manufacturing on these islands, and the wants of the people are simple. Sole leather is the only kind imported.

The importance of Curacao is due to the excellent harbour of Willemstad. The majority of the people on the island make their living directly or indirectly out of the transshipment activities and bunkering business at the port.

Sole and patent leather are imported from the United States in small quantities for making shoes. This is the only use at this time for leather in the colony. There is no demand for leather for upholstery, for travelling bags, leather novelties, book-binding, art leather, and for leather-covered cases.

Sole leather to the value of \$17,000 and patent leather and kid to the value of \$5,000 are imported annually. The sole leather is imported from Venezuela and from the United States, while the kid and patent leather are imported exclusively from the United States. No leather of any kind is produced locally.

The duty on leather and imitation leather is 3 per cent ad valorem.

Ecuador.

(*Consul General Frederic W. Goding, Guayaquil.*)

Imitation leather of American and German manufacture has been in use in Ecuador since the year 1912, two manufacturers of shoes having used about 100 square yards each per month.

It is placed in the shoes as sock lining, none having been made up into shoes. The material is also used quite extensively in book-binding, although the quantity is not known, as it is not classified separately in the published statistics.

Most of the supplies now on hand were purchased in Germany before the war; but one large establishment has recently received a shipment from the United States. The proprietors of the book-binding concerns are of the opinion that this material will largely replace leather, and will continue using it, as the customers are satisfied. They desire to receive samples and prices.

Owing to climatic conditions, neither leather nor its substitutes can be used to advantage in the tropical parts of Ecuador. Although tapestry is popular in the cooler portions of the country, some of the importers believe that imitation leather may supersede it in many cases, if introduced for the purpose.

The merchants who were called upon desired to become better acquainted with imitation leather from the United States.

TERMS OF SALE—TRADE MARKS AND CUSTOMS DUTIES.

The terms extended to those who have made imports were cash on receipt of documents at the local banking house, which appear to be satisfactory. The business would be more rapidly advanced by travelling salesmen who could explain the various grades and uses; but sales have been made direct, and others are certain to follow. If the former plan is not adopted, an agency should be given to one of the active manufacturers' agents. It is doubtful if advertising would be an advantage.

Imitation leather is not listed in the tariff list; but an examination of an invoice shows that a duty of 260.45 sucres was imposed on 385 kilogrammes recently, or 68 centavos per kilogramme, which is the rate applicable to articles not otherwise specified. At the present rate of exchange (250) this is nearly 12.5 cent per pound.

The fees for delivering the goods from the steamer to the business house is 22.50 sucres (\$9) per ton, and the customs broker's fee is 5 sucres (\$2). The cost of the grade in use here delivered at the factory is 65 centavos (26 cents) per square yard, the price in New York being 20 cents gold.

These goods will not be manufactured here as there are no facilities. However, should the American materials become popular, they should be safeguarded by a trade mark against foreign imitators. There would seem to be no necessity for patent protection.

The shipments received here were packed in waterproof lined boxes, which were well strapped. This method was entirely satisfactory.

Guadeloupe.

(Consul Henry T. Wilcox, Guadeloupe, French West Indies.)

The demand in Guadeloupe for imitation leather is very limited owing to the fact that there are no industries in the colony that require such material. Although statistics showing the imports of this article are not available, it can be safely said that the quantity imported is very small. According to one of the principal merchants of Basse Terre, the few yards of this product that are purchased annually are used for repairing the upholstery of carriages and automobiles. His present supply was manufactured in England, is 60 inches wide and sells for 10.50 francs per metre (\$1.63 per yard). Perhaps a very rough idea as to the quantity necessary for the needs of the inhabitants can be formed when it is known that there are 200 automobiles and possibly twice that number of carriages in the colony. It is customary for merchants who deal in such goods to keep a small supply in stock.

The duties charged on imitation leather when imported into Guadeloupe are as follows: From France, local tariff (section 24), \$4.38 per 100 pounds net. From Great Britain and other countries enjoying minimum rates, French tariff (article 477), \$6.12 per 100 pounds net; local tariff (section 24), \$4.35 per 100 pounds net. From the United States and other countries which do not enjoy minimum rates, French tariff (article 477), \$9.19 per 100 pounds net; local tariff (section 24), \$4.38 per 100 pounds net.

It is customary for purchasers to be granted a discount of 2 per cent for cash and the usual term of credit allowed by American manufacturers is 60 days. French exporters grant longer credits.

Panama.

(Consul General Alban G. Snyder, Panama City.)

There is a small demand here for imitation leather, chiefly used in the repair and refitting of carriages, and some makes are already well known to the trade.

All imitation leather now imported comes from the United States, being purchased by local dealers through New York commission houses. In a conversation with the manager of a prominent hardware firm in this city, he stated that while there would never be a large market in Panama, the present demand might be increased if this article were pushed, which his firm proposed doing. Also if American manufacturers would show more interest and give more attention to local requirements, the chief drawbacks at present being the packing of this article in rolls too large for local needs and unnecessary delay in the execution of orders.

The demand is for browns and greys, in rolls 50 inches wide and of a maximum length of 12 yards, and the manager referred to showed the writer an order sent to a New York commission house in November last, and from which, up to the present time, nothing has been heard.

The duty on imitation leather is 15 per cent ad valorem, based on the declared value in the consular invoice, and there is no complaint as to the packing and shipping methods other than the one concerning the size of the rolls previously mentioned.

The registration of trade marks in Panama carries with it the same protection enjoyed under similar conditions in the United States, but so long as a company does not register its trade mark there is nothing to prevent others from using it in the exploitation of their goods in this market.

UNITED STATES EXPORT PROHIBITIONS.

The following proclamation has been issued by the United States Government:—

Whereas Congress has enacted, and the President has on the 15th day of June, 1917, approved, a law which contains the following provisions:—

Whenever during the present war the President shall find that the public safety shall so require, and shall make proclamation thereof, it shall be unlawful to export from or ship from or take out of the United States to any country named in such proclamation any article or articles mentioned in such proclamation, except at such time or times, and under such regulations and orders, and subject to such limitations and exceptions as the President shall prescribe, until otherwise ordered by the President or by Congress; Provided, however, that no preference shall be given to the ports of one State over those of another.

Any person who shall export, ship or take out, or deliver or attempt to deliver for export, shipment, or taking out, any article in violation of this title, or of any regulation or order made hereunder, shall be fined not more than \$10,000, or, if a natural person, imprisoned for not more than two years, or both; and any article so delivered or exported, shipped, or taken out, or so attempted to be delivered or exported, shipped, or taken out, shall be seized and forfeited to the United States; and any officer, director, or agent of a corporation who participates in any such violation shall be liable to like fine or imprisonment, or both.

Whenever there is a reasonable cause to believe that any vessel, domestic or foreign, is about to carry out of the United States any article or articles in violation of the provisions of this title, the collector of customs for the district in which such vessel is located is hereby authorized and empowered, subject to review by the Secretary of Commerce, to refuse clearance to any such vessel, domestic or foreign, for which clearance is required by law, and by formal notice served upon the owners, master, or person or persons in command or charge of any domestic vessel for which clearance is not required by law, to forbid the departure of such vessel from the port, and it shall thereupon be unlawful for such vessel to depart. Whoever, in violation of any of the provisions of this section, shall take, or attempt to take, or authorize the taking of any such vessel out of port or from the jurisdiction of the United States, shall be fined not more than \$10,000 or imprisoned not more than two years, or both; and, in addition, such vessel, her tackle, apparel, furniture, equipment, and her forbidden cargo shall be forfeited to the United States.

And whereas the public safety requires that succor shall be prevented from reaching the enemy;

Now, therefore, I, Woodrow Wilson, President of the United States of America, do hereby proclaim to all whom it may concern that, except at such time or times and under such regulations and orders and subject to such limitations and exceptions as the President shall prescribe, until otherwise ordered by the President or by Con-

gress, the following articles, namely, coal, coke, fuel oils, kerosene and gasoline, including bunkers; food grains, flour and meal therefrom, fodder and feeds, meat and fats; pig-iron, steel billets, ship-plates and structural shapes, scrap-iron and scrap-steel; ferromanganese; fertilizers; arms, ammunition and explosives, shall not, on and after the 15th day of July, 1917, be carried out of or exported from the United States or its territorial possessions to Abyssinia, Afghanistan, Albania, Argentina, Austria-Hungary, Belgium, her colonies, possessions, or protectorates; Bolivia, Brazil, Bulgaria, China, Chile, Columbia, Costa Rica, Cuba, Denmark, her colonies, possessions, or protectorates; Dominican Republic, Ecuador, Egypt, France, her colonies, possessions, or protectorates; Germany, her colonies, possessions, or protectorates; Great Britain, her colonies, possessions, or protectorates; Greece, Guatemala, Haiti, Honduras, Italy, her colonies, possessions, or protectorates; Japan, Liberia, Leichtenstein, Luxemburg, Mexico, Monaco, Montenegro, Morocco, Nepal, Nicaragua, the Netherlands, her colonies, possessions, or protectorates; Norway, Oman, Panama, Paraguay, Persia, Peru, Portugal, her colonies possessions, or protectorates; Roumania, Russia, Salvador, San Marino, Serbia, Siam, Spain, her colonies, possessions, or protectorates; Sweden, Switzerland, Uruguay, Venezuela, or Turkey.

The orders and regulations from time to time prescribed will be administered by and under the authority of the Secretary of Commerce, from whom licenses, in conformity with the said orders and regulations, will issue.

In witness whereof I have hereunto set my hand and caused the seal of the United States to be affixed.

Done at the city of Washington, this 9th day of July, in the year of our Lord 1917, and of the independence of the United States of America the one hundred and forty-first.

WOODROW WILSON,

(Seal)

By the President:

FRANK L. POLK.

The above embargo, it will be seen, applies to exports from the United States to Canada. Exporters in the United States desiring to consign goods to Canadian customers will apply for license therefor to the Bureau of Foreign and Domestic Commerce, Division of Export Licenses, 1435 K. street, Washington, or to any of the branches of the Bureau at New York, Chicago, St. Louis, New Orleans, San Francisco and Seattle.

In case exporters desire, they may telegraph their applications direct to the Bureau of Foreign and Domestic Commerce, Division of Export Licenses, 1435 K. street, Washington, D.C.

Arrangements are made by which these applications will be attended to with as little delay as possible, and as one of the primary objects of the embargo on exports is to enable the United States to control their direction so as to make it as difficult as possible for exports from the United States to reach enemy countries, it is not expected that the formality of issuing licenses will interfere in any way with the regular exchanges between the United States and Canada. Parties in Canada importing from United States firms or business men may find it useful to correspond with the firms in the United States from whom they are purchasing and remind them of the necessity of prompt application for license to export. Once that is granted the traffic will proceed as usual without confusion or delay at the border.

As regards coal, a permanent license has been issued and all railways and shippers have been so informed.

F.O.B. TERMS TROUBLESOME.

(Foreign Trade Bulletin of the American Express Company.)

The eternal arguments between foreign buyers and American sellers as to the exact meaning of "Free on Board" terms can be avoided by one thing only: a definite previous agreement, as to what the term includes—or else the addition of the words "cars" or "ship," to the term itself. For the information of firms new to export and import trade, the authoritative ruling is that f.o.b. terms are held to be for the benefit of the buyer.

In handling payments under commercial letters of credit, the misunderstandings arising from the meaning of the term "f.o.b." are of daily occurrence. This is usually due to the fact that either the shippers or consignees fail to designate exactly what they have in mind in offering or accepting such terms of sale. The interested parties can simplify matters very much by taking care to amplify their terms or instructions—by specifying "f.o.b. cars" or "f.o.b. steamer." This, of course, would not be necessary if all shippers and all consignees placed the same interpretation on the unqualified term "f.o.b."

"Aboard Ship" Assumed on Exports.

Competent authority holds that the term "f.o.b. New York," when applied to an export shipment, means "f.o.b. steamer." So that the obligation and responsibility rests with the shipper until the goods are actually in the hold of the vessel, and consequently incidental expenses, such as cartage from cars to vessel, consular fees, and shipping charges are for account of the shipper.

It has been held that goods sold on "f.o.b." terms must be delivered free on board some means of conveyance which will take them *to the buyer*. It is no advantage to the buyer that his goods are to be delivered "on board," unless they are on board something that is going to carry the shipment to him or towards him. On an import shipment, for instance, "f.o.b. New York," means "f.o.b. cars," with cartage and other incidental costs of transfer from ship to cars for account of the foreign seller.

The term "f.o.b." is held to be for the benefit of the purchaser. In other words, the shipper must assume the expenses of placing the goods at the "f.o.b." place named.

AMERICAN COMPETITION AFTER THE WAR.

FACTORS TO BE CONSIDERED.

(The London Times Trade Supplement.)

The question of American competition after the war is provoking much speculation and is well worth a broad, general review. There is a rather widely held opinion that the Americans will take the place of the Germans as our chief rivals.

Before the war we had the remarkable spectacle of the United States, with an industrial productive capacity equal to that of Britain and Germany put together, occupying quite a third-rate position in international trade. American manufacturers, of course, did a vast business in their own protected home market, but took a very small share of the world's export business. Similarly with shipping, the United

States possessed an insignificant tonnage relatively to its coast line and commerce, and comparatively with the tonnages of other countries. It may be that one result of the war will be to give America a high place in international trade.

With Britain and Germany at war the United States has been enjoying a great boom, exporting enormous quantities of manufactures. Having secured such a footing in foreign markets, will that country yield it up after the war? What are America's real competitive powers? She has enormous resources in coal, iron, and other raw materials, she has a huge works capacity, she has exceptionally pushful business men; and she is alleged to have the most efficient workmen. Our position in trade—our ability to pay for the war and employ our people—will depend largely on the strength of American competition. United States resources in raw materials, in works, in machinery, and in man-power are such that, providing she can manufacture and ship cheaply enough, she may take something like the lion's share of the world's export trade. It is nearly all a question of cost. Which country can produce and ship the cheaper, Britain or America?

AMERICA'S AMBITIOUS PLANS.

The Americans are making great efforts and ambitious plans to retain permanently the position in foreign markets which the war has given them temporarily. Leading American firms are sending travellers practically all over the world, especially into British colonies and the States of South America, and making long-date contracts wherever possible. Organizations of manufacturers are devoting special attention to foreign markets. And the United States Government is adopting measures for the revival of shipping and the promotion of export trade. Over a thousand business delegates assembled at the United States National Foreign Trade Convention in January. The necessity for a large, permanently sustained export trade was emphasized. The discussions demonstrated a strong determination to cultivate foreign business. It was announced that many schools had already been started for teaching foreign languages and trade customs; that the leading banks were giving free instruction to their staffs; that they had decided to establish many foreign branches; that the Government was appointing a national shipping board; that great additions were being made to the American merchant marine and that a movement would be conducted in favour of a "bargaining" tariff.

The United States Bureau of Foreign and Domestic Commerce has lately appointed ten trade commissioners and special agents to obtain information concerning the demand in foreign markets for particular lines and to issue reports to enable American manufacturers and exporters to plan their business campaigns abroad.

Increased Production.

Meantime the manufacturers are vastly increasing their works capacity. In the steel industry, for instance, where the capacity was anything between 5,000,000 tons and 10,000,000 tons a year in excess of domestic requirements before the war, it has been increased by a further 5,000,000 tons since 1915, whilst additions now in course of construction will add another 5,000,000 tons, bringing the total United States steel producing capacity up to nearly 50,000,000 tons a year, whereas the combined German and British capacity only equals 30,000,000 tons of steel a year. In the textile and shipbuilding industries also enormous amounts of capital are being invested in new works. If America is adequately to employ this greatly increased productive capacity she will require a huge share of the world's neutral trade.

Mr. McAdoo, the State Secretary, has declared that it is absurd to think that American prosperity will wane after the war. Although Mr. Gary, of the Steel Trust, Mr. Clews, the great banker, and one or two other authorities contend that

European competition will be quite as strong after the war as it was before, and that America will have no light task in retaining her footing in foreign markets, the generally held opinion is that the United States will take a permanently high rank in international commerce as a result of the war. The new capital which is being invested in the American manufacturing and shipping enterprises abundantly testifies to the confidence that is felt.

Regarding shipping, it is to be noted that the United States Senate has recently passed what is still called the Ship Purchase Bill. This long debated measure, following the Ship Registry Act of 1914, and coupled with the opening of the Panama canal (assuming the new waterways proves safe), opens a new chapter in the annals of shipping. The Americans may again become our chief rivals in both shipping and shipbuilding, as they were in the first half of the nineteenth century.

The tonnage of United States shipping engaged in foreign trade was only 1,000,000 gross when war broke out. Since then another 1,000,000 tons has been added by purchase from abroad under the terms of the Ship Registry Act, whilst a further 500,000 tons of new shipping has been launched by United States builders on home account. Another 1,000,000 tons is in course of construction in American yards. The new Ship Purchase Act authorizes the President to appoint a federal shipping board, which he has done, to have general supervision over the whole of the shipping and external commerce of the United States. The Act is not likely to have any immediate competitive effect, as every American shipbuilding yard is fully occupied. But we may take it for granted that amendments, or fresh measures, will be carried, and serious effort made to raise United States shipping to a status something like commensurate with the commercial importance of the country. For 20 years or more there has been an agitation in America for more ships. The opening of the Panama canal and the abnormal conditions created by the war have brought the question right into the forefront of American politics.

Iron and Steel Trades.

Turning to manufactures, the group of trades in which the Americans will offer us the keenest competition will be the iron, steel, and engineering group. Here we have a curious set of circumstances. Measured in terms of production, the United States is easily the first steel country, Germany is the second, and Britain third. In round figures, American furnaces can make and work up into steel 40,000,000 tons of pig-iron a year; those of Germany, 20,000,000 tons; and those of Britain, 10,000,000 tons. In exports the position is very different. We were always the leading country in exports until the Germans got ahead of us about four or five years ago. America, in spite of great resources, has been a bad third in the race until the war has temporarily given her the lead. Nearly the whole of America's products have been consumed at home.

Over the 15 years, 1900-1914, British exports of iron and steel averaged about 4,500,000 tons a year, those of Germany about 3,500,000 tons, and those of the United States about 1,500,000 tons. In 1913, the last full year before the war, Germany exported 6,000,000 tons, Britain 5,000,000 tons, and the United States less than 2,000,000 tons. Now, of course, owing to the exigencies of the war, America is exporting at about twice the rate we are, whilst Germany's exports are negligible.

One of the most striking features of the international steel trade prior to the war was that the Americans went on increasing their works capacity enormously beyond their own domestic requirements—spending hundreds of millions in new plants and extensions—and yet kept a positively huge proportion of that capacity idle, whilst Britain and Germany between them took the bulk of the world's export business. If the Americans had been able or willing to sell on competitive terms they could have secured most of the export trade. But they took only an insignificant foreign business. How was that? The fact was and is—and this is one of the greatest commercial facts of to-day—the United States, in spite of enormous resour-

ces in coal and iron ore, and in spite of a colossal capacity of production and manufacture, is not a country well adapted to compete successfully for export business or, to be precise, was not so adapted before the war. Except in the case of a few specialties—typewriters, for instance—both ourselves and the Germans could produce and ship steel goods, just as we could build ships, more cheaply than the Americans. But for the war America could have had no hope of beating either Britain or Germany in exports and shipping. But the war revolutionizes international competitive conditions and inspires high hopes in America. How far will those hopes be realized?

In the United States the iron ore has to be carried two journeys by rail and one by lake from mines to furnaces. That costs more than 10s. per ton of ore, or between 15s. and 20s. per ton of iron yielded. Then, when the iron is converted into steel, and the steel into finished products, those products must be carried nearly 500 miles to a port of shipment. And in every process of labour the wages are extravagant. In our country the average haul for raw materials to works and finished products to ports is less than 30 miles, whilst our wages are little more than half as high as those of America.

The Real Problem.

How far the general competitive conditions will be modified by the war in favour of the United States and against the United Kingdom will depend mainly, if not entirely, upon our own efforts. The Americans think they see their chance. Many of them hold the opinion that we shall be so handicapped by taxation and labour troubles after the war that they, the Americans, will be able to compete successfully with us in neutral markets, in spite of their high assemblage and shipping costs and wages. They have the resources in raw materials. They have the manufacturing plants. They have a huge textile, and a positively colossal steel manufacturing capacity, and are literally lavishing capital upon further extensions. The only point in question is that of selling prices. The country that can sell the cheapest will get the most trade.

SOME ERRORS MADE IN TRADING WITH RUSSIA.

By Richard Martens.

(*"Russia."*)

One of the greatest mistakes made by firms in English-speaking countries in dealing with Russia has been the appointing as agents in Russia of firms who had offices in but one or two important cities in that country—usually Petrograd or Moscow. Such agent firms are by no means competent to deal advantageously with the vast field of the Russian market. It must be realized that Russia is so vast that it has climates ranging from that of Greenland to that of Cuba, and that the trading conditions in the various intermediate climates are not only different, but widely different. If the manufacturer or merchant who supplies only a small part of the local demand in his own country is compelled to give careful study to the tastes, habits, desires and peculiarities of his customers, how infinitely more important it is that careful study should be given to a market which not only presents all of the difficulties presented in a local market, but is rendered vastly more difficult by the fact that the buyers are of a foreign nation, with a different language, different industrial conditions, a different credit system, different taxes and customs, and—a factor not to be overlooked—to a great extent, on the average, at a lower stage of commercial and technical education.

Apart from the technically educated classes, the Russian user of mechanical appliances requires education. His experience does not warrant him in selecting and buying machinery solely on his technical knowledge of requirements, and on the reputation of the firm supplying it, as is done by the technical staff of a modern plant. He must, in many cases, first be convinced that the machinery offered will satisfactorily meet his requirements. The meeting of this need was one of the strong points of the German houses. They were always willing to demonstrate their machinery, sometimes even supplying the machinery required on the understanding that if it was not entirely satisfactory it would be removed without any obligation on the part of the client. They had full confidence in their products, and were satisfied that once the results were seen the machinery would be purchased.

Under such circumstances it is obvious that a Russian agency which seeks to forward the interests of its foreign principals without a widespread organization throughout Russia cannot hope to give satisfaction. The only way they can secure orders is through sub-agents or commission houses in the various sections of Russia; and these houses frequently have to work through a series of smaller agents in securing orders. The result is that a heavy commission percentage must be added to the quotation made by the manufacturing principal; and this means, when the competition of a well-organized firm is encountered, that the order is lost.

Again, if the order is secured, the manufacturing principal is out of touch with the client the moment the goods are delivered, and he has no means of looking after his interests. One of the complaints heard in Russia in regard to British machinery, for example, is that after he buys the machinery the customer never again hears from the manufacturer. If breakdowns occur, long and costly delays ensue, whether new parts are required, or merely information regarding technical points of the machinery. Consequently, factory owners hesitate to equip their plants with machinery from such sources. It must be remembered that America is a long way from the interior of Russia, and that the relatively infrequent steamer service which connects the manufacturers with the Russian market has to be supplemented by rail or river transportation after goods have reached Russian ports. On the contrary, Germany is, comparatively speaking, at Russia's doorstep, with ample railway communication which has permitted the rushing through by fast trains of spare parts and of experts to install them. It is thus evident that only through an organization represented in all the main centres of Russia, familiar with local conditions in every part of the Russian market, and able to make and keep contact with the purchaser, can the interests of the foreign manufacturer be satisfactorily safeguarded.

Another important factor in the success of the Germans was their system of having agents constantly in the field, travelling from place to place and keeping closely in touch with all their clients. This service was strongly supplemented by their catalogue system. Their catalogues were printed in the Russian language, were excellently illustrated, and showed prices expressed in Russian money which included import duty and cost of transportation to the plant of the customer. In addition to catalogues, the German houses made a practice of sending to their clients technical papers featuring the talking points of their machines—a device which served to arouse and maintain interest in their machines.

In contrast to this practice of the Germans, very few cases were found of proper catalogues in the Russian language supplied by firms in English-speaking countries. Such firms have for the most part expected the Russian customer to be satisfied to buy machines through a central office which, although it was in Russia, was in some cases thousands of miles away from him. Further, they have expected the Russian to buy machines which he had never seen except in illustrations in catalogues printed in English, with prices in a foreign currency, *f.o.b.* a foreign port. Naturally he could not deal satisfactorily under such conditions, and usually had recourse to the more enterprising and more accommodating German dealers. The result was, as has been pointed out, that the Russian's needs were supplied by machines of German manufacture; or if the machines were manufactured in America, they were restamped with the name of the German house handling them before they were forwarded to the buyer.

CUBAN MARKET CONDITIONS.

Mr. Enrique R. Margarite, S. en C., 66 San Ignacio street, Havana, has furnished the following report of prices ruling on the Havana Produce Exchange for the week ended July 6, 1917:—

FISH IN DRUMS.

Importation:—

June 28, ss. *Penuco*, 100 drums.
 July 3, ss. *San Jose*, 12 drums.
 " 4, ss. *Mexico*, 167 drums.

More animation has been in evidence in the market for fish in drums and in consequence better prices are predicted, as the arrivals are anything but heavy and, on the other hand, the stocks have been greatly reduced. We quote codfish at 10.25 cents per pound, haddock at 10½ to 11 cents, and hake at 9½ to 10 cents.

CODFISH IN CASES.

Importation:—

July 3, ss. *San Jose*, 720 cases from Boston.
 " 4, ss. *Mexico*, 100 cases from New York.

The demand for codfish in cases during the week has been rather light, but the prices are sustained due to the fact that the stocks available are of no importance at all. We quote at \$15 to \$17 per case for that from the United States and Canada.

HERRINGS.

With a light demand prevailing, we quote at \$1.60 per large box.

GOUDA CHEESE.

The only stocks available are of cheese from the United States and we continue quoting this sort from 34 to 50 cents per pound, according to classes.

POTATOES.

Importation:—

June 20, ss. *H.M. Flager*, 400 barrels from Key West.
 " 29, ss. *Olivette*, 143 barrels from Tampa.
 " 30, ss. *H.M. Flager*, 1,663 barrels from Key West.
 July 2, ss. *H.M. Flager*, 3,492 barrels from Key West.
 " 2, ss. *Olivette*, 200 barrels from Tampa.
 " 3, ss. *Chalnette*, 125 barrels from New Orleans.
 " 3, ss. *Calanares*, 1,060 barrels from New York.
 " 3, ss. *H.M. Flager*, 2,835 barrels from Key West.
 " 3, ss. *San Jose*, 491 barrels from Boston.
 " 4, ss. *Mexico*, 530 barrels from New York.
 " 4, ss. *H.M. Flager*, 1,409 barrels from Key West.
 " 4, ss. *H.M. Flager*, 3,308 barrels from Key West.

These arrivals of potatoes are too heavy for the consumption it has and therefore the prices have declined, in spite of the active inquiry which has been in evidence for this article during the week. We quote at 8½ per barrel and 5½ cents per pound for those packed in bags.

EXCHANGES.

New York, 3 d/s. ½ per cent premium.
 London s/d. at \$4.77¼ per £.

CHANGES IN THE COMMERCIAL CODE OF THE REPUBLIC OF PANAMA.

(*Board of Trade Journal.*)

According to the official "Commerce Reports" (Washington) of May 10, the commercial code of Panama has undergone recent modification by the National Assembly. Among other new provisions is one requiring all foreign companies doing business in Panama to have qualified resident agents or representatives in that country.

These modifications, promulgated in the *Gaceta Oficial*, state that foreign companies must also invest \$100,000 (about £20,500 at par) in real estate in Panama, or they must deposit this amount in the National Treasury or in an approved bank, and not withdraw more than half this sum. Until a new general banking law is adopted, no new bank may be established, nor may any bank do business in the country without special authorization through an executive decree. Agricultural banks, however, are not affected by this provision. All banking institutions in Panama are required to maintain in cash at least 20 per cent of their deposits. All commercial establishments must keep their books in Spanish, and they must likewise conduct their correspondence in Spanish, or provide a Spanish translation of letters written in any other language.

A special law sets forth in detail the conditions governing negotiable documents.

GOVERNMENT NOTICES AFFECTING TRADE.

France.

On page 1283 of *Weekly Bulletin* No. 686 notice was given of the decree of April 13 of the French Ministry of Commerce, Industry, Posts and Telegraphs regarding the importation into France of goods of foreign origin. Three lists of articles were mentioned, each of which was subject to different conditions.

A cable has been received from Mr. Philippe Roy, Canadian Commissioner General, Paris, under date of July 9, announcing that the above-mentioned decrees have been cancelled.

Articles on lists of exemption numbers one and three are now subject to authorization by a committee of exemption but application must be made and granted before goods are shipped. Articles on list of exemption number one, if shipped before July 9, will be allowed to enter. The importation of all other goods is prohibited.

Any one interested in the export to France of any particular article or articles can obtain full information by applying to the Commercial Intelligence Branch of the Department of Trade and Commerce. (Refer to File 17841.)

TARIFF CHANGES AND INTERPRETATIONS.

Chile.

(Board of Trade Journal.)

DECREE RELATING TO THE PAYMENT OF IMPORT AND EXPORT DUTIES.

The Chilean "Diario Oficial," for the 27th January contains a Presidential Decree, No. 146, of the same date, issued in virtue of the authorization contained in a law of the 22nd January, and providing as follows:—

From the 29th January, import and export duties, warehouse, lighthouse and buoy dues, and Consular fines, shall be collected in the following form—

1. Import duties, warehouse, lighthouse and buoy dues, and Consular fines, in currency with a surcharge which is to be fixed weekly according to the average price of gold.

2. Export duties: 50 per cent in notes with the corresponding surcharge, as indicated above, and 50 per cent in drafts on London at 90 days' sight, the amount in drafts to be paid for each gold peso to be determined according to the average exchange value of drafts, which is also to be ascertained weekly. From the 1st March, only 30 per cent of the export duties shall be paid in drafts, the remaining 20 per cent (to make up the 50 per cent) being paid in national gold coin.

CONSULAR INVOICE REGULATIONS.

The following is a translation of a Decree (No. 122), dated the 26th January, and published in the "Diario Oficial" of Chile for the 3rd February, on the subject of Consular invoices for merchandise shipped to the Republic:—

1. Chilean Consuls in foreign countries shall "viser" and custom houses shall accept only invoices which contain the following particulars—

(a) Name of the seller of the goods, or of the person by whom the invoice is made out;

(b) Name of the consignee and that of the port of destination of the merchandise;

(c) Name of the vessel in cases where the invoice is drawn up at the port of shipment of the goods;

(d) Marks, numbers, quantity, and class of the packages, and the weight of each of them;

(e) The designation of each class of merchandise by name, and, should there be various kinds of any class of merchandise, a particular designation of each kind, in order that there may be no room for doubt or ambiguity in regard to the classes and kind of goods included in the invoice;

(f) Gross weight and net weight of each variety of merchandise; for assorted goods within one package the net weight is to be stated;

(g) The price of each kind of goods included in the invoice.

2. If, in the opinion of the Consul, the value declared in the invoice is not the current market price of the goods, he shall, by means of a note stamped at the foot of the invoice, indicate what he considers to be the true value.

3. Consuls shall send to the "Superintendencia de Aduanas," by the first available mail, a copy of the invoices which they "viser."

4. Invoices are to be drawn up in the Spanish language.

5. The present Decree is to take effect in Chilean Consulates as from the 1st May, and in Chilean Custom houses as from the 1st July.

NOTES ON FOREIGN TRADE.

TEA SHIPMENTS TO AMERICA.

Mr. E. F. Crowe, Acting Canadian Trade Commissioner, Yokohama, has forwarded to the Department of Trade and Commerce the following memorandum regarding recent arrangements for the shipment of tea to American ports.

For some time past there has been a good deal of agitation on the part of tea shippers when it became evident that on account of the shortage of space they would find it difficult to ship their tea to the United States and Canada, which are their principal markets.

Last year the ocean portion of the rate was \$6.50 (gold) per ton. Negotiations are now being conducted with a view to arranging that space be provided for 50,000 tons (say 4,000,000 pounds) of tea at the flat rate of \$18 (gold) per ton.

These negotiations have been carried on with the three Japanese subsidized steamship companies, the Toyo Kisen Kaisha, Nippon Yusen Kaisha, and Osaka Shosen Kaisha, who at one time wanted to charge \$8 on subsidized ships and \$35 on extra ships, but as this arrangement seemed unsatisfactory, the flat rate will probably be agreed to.

Foreign steamship companies including the Canadian Pacific Ocean Company do not come into the arrangement as it is unlikely that they will have any space available for the carriage of tea.

The probable results of this negotiation will be the formation of a Tea Shippers Association on somewhat similar lines to that of the Cotton Spinners Association, that is to say they will undertake to ship a certain quantity of tea, and parties who are not members of the Association will have to pay the current rates of freight, and will not get the benefit of the special arrangement.

The principal shippers of tea are foreign firms, and the association of foreign and Japanese shippers is therefore of particular interest.

IMPORTS OF LUMBER INTO SOUTH AFRICA.

(Consul John P. Bray, Johannesburg, United States Commerce Reports.)

The woodland areas of South Africa were formerly of great extent but have been greatly reduced through cutting, the clearing of land, and by fires until now the principal acreage is in the Government reservations. The principal use of timber in this city is in connection with the mines, although it is used in large quantities for railway ties, fencing, and in smaller quantities in the manufacture of vehicles, cabinet ware, and in the construction of small houses.

The present war has greatly handicapped construction, largely on account of the high price of materials, insufficient tonnage, and high insurance rates. The demand is probably much larger than the supply, and mining houses are turning their attention to the South African woods as substitutes for the imported mining pole. Heretofore, a relatively small percentage of the regular supply of lumber has been obtained from South African sources. Whether the native wood will encroach upon the demand for imported timber can not be foreseen, but mining engineers appear to believe that the local product will decrease in use, with the return of more favourable shipping facilities.

Pine is largely imported from Canada, Norway, Sweden, Russia, and the United States, with smaller amounts from other countries.

Countries Supplying Lumber.

In considering the possibilities of expanding the export of lumber to this market the following statistics of imports showing the sources of origin may be of interest:—

Teak—			
	1914.	1915.	1916.
India..	\$ 79,081	\$ 94,307	\$ 87,295
Siam..	2,258	1,027	3,128
United States.. . . . .	.....	.....	482
Other countries..	3,538	618	1,090
Total..	\$ 84,877	\$ 95,952	\$ 92,595
Hickory—			
Australia..	\$ 6,657	\$ 7,173	\$ 4,482
United States..	4,214	6,370	5,562
Total..	\$ 10,871	\$ 13,543	\$ 10,044
Jarrah and Karri—			
Australia..	\$ 85,767	\$ 37,301	\$ 10,857
Mahogany—			
British Honduras..	\$ 2,949	\$ 2,418	\$ 4,234
United States..	457	574	745
Other countries..	2,552	2,404	2,657
Total..	\$ 5,958	\$ 5,396	\$ 7,636
Oak—			
China..	\$ 350	\$ 1,732	\$ 16,721
Japan..	6,316	20,984	45,759
United States..	64,394	104,129	109,895
Other countries..	5,160	1,820	2,492
Total..	\$ 76,160	\$128,665	\$174,867
Pine—			
Canada..	\$201,011	\$150,594	\$109,365
Norway..	300,842	162,415	189,273
Russia..	100,731	31,082	213,196
Sweden..	893,450	607,962	1,297,891
United States..	424,763	251,520	257,350
Other countries..	10,930	2,404	11,611
Total..	\$1,931,727	\$1,205,977	\$2,078,686
Poplar—			
United States..	\$ 24,732	\$ 25,359	\$ 37,939
Other countries..	1,581	.....	1,757
Total..	\$ 26,313	\$ 25,359	\$ 39,687
Walnut—			
United States..	\$ 30,815	\$ 25,763	\$ 28,669
Other countries..	24	448	2,010
Total..	\$ 30,839	\$ 26,211	\$ 30,679
All other woods, not specified—			
Canada..	\$ 62,354	\$ 86,838	\$ 80,600
Australia..	32,328	54,690	35,993
United States..	43,983	33,866	36,260
Other countries..	129,279	4,930	9,976
Total..	\$267,944	\$180,324	\$162,829

WHALING INDUSTRY IN JAPAN.

(Board of Trade Journal.)

H.M. Commercial Attaché at Yokohama (Mr. E. F. Crowe, C.M.G.) reports that whaling in Japanese waters is carried on under license from the Government, the number of whalers being restricted to 30, of which one company owns 24. There is little prospect of the number of whalers being increased at present.

The whalers are steam vessels of about 100 to 150 tons and are built after the Norwegian whaling type. They carry a crew of from 25 to 30, the gunners being mostly Norwegian. The boats seldom venture more than 50 to 60 miles from land and only remain out a day or so at a time. They are not equipped to extract the oil on the boats and, therefore, the captured whales have to be towed to port. About 15 to 20 per cent are lost through various causes, e.g., storms and breaking of ropes.

The varieties of whale mostly caught are the sperm and sulphur bottom.

According to figures supplied by the Fisheries Bureau of the Japanese Department of Agriculture and Commerce, the estimated number of whales caught in 1916 was 1,400, valued at 1,150,000 yen*, as compared with actual catches of 1,710 whales in 1915, valued at 1,064,809 yen, and 1,700 in 1914, valued at 1,412,468 yen.

The approximate yield of whale oil in Japan is stated to have been 2,500 tons in 1913, 4,500 tons in 1914, and 5,500 tons in 1915. About 5,000 tons is considered a safe estimate of the production in 1917.

The process of rendering the oil, whilst effective as regards the quantity obtained, is crude and unsatisfactory as regards quality. It is stated that the company referred to above, which, in addition to whaling operations, itself renders whale oil, may possibly undertake the hardening of the oil, instead of selling it to be refined as is done at present.

The main uses to which the oil is put are for making soap, lamp oil, machine oil, margarine, tanning materials, and hardened fish oil.

THE CULTIVATION OF ABANDONED LAND IN FRANCE.

(Commercial Attaché C. W. A. Veditz, Paris, United States Commerce Reports.)

The *Journal Officiel* announces the creation of a new department in the Ministry of Agriculture, to be intrusted especially with measures for encouraging the cultivation of abandoned lands. The new department will have charge of recruiting and employing agricultural labour, the purchase and maintenance of agricultural equipment and machinery, the supervision and direction of agricultural operations upon the land under its jurisdiction, and the sale of agricultural tools and equipment to the departments and communes and co-operative societies. The Minister of Agriculture is authorized to make advances of funds to the prefects of the departments situated in the army zone, these advances being considered necessary to assure, so far as possible, with the co-operation of the military authorities, the exploitation of abandoned lands.

The purchases of machines, exchange, and repair parts, and of raw materials shall be made by the minister, either in France or abroad; they may be made without the usual adjudication or preliminary contract. The grants of agricultural equipment and material may be made to departments, syndicates of communes, or agricultural associations. Requests for such grants or sales must be addressed to the prefect, who will transmit them to the Minister of Agriculture, together with his opinion in regard thereto. In case the requests are granted, the subventions which the minister is authorized to make to the above groups or organizations for the purpose of acquiring mechanical or electrical tractors shall be granted under the form of a reduction in the purchase price.

* Yen = 50 cents approximately.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending July 13, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	856,191	533,251	30,927		1,420,369
Consolidated Elevator Co.	392,052	268,299	8,231	48,731	717,313
Empire Elevator Co.	316,344	236,571	12,914	100,693	666,522
Ogilvie Flour Mills Co.	538,204	108,125	6,248		652,577
Western Terminal Elevator Co.	373,265	170,709	13,778	256,313	814,065
G.T. Pacific	806,126	481,017	41,665	62,551	1,391,359
Grain Growers' Grain Co.	665,329	187,415	10,625		863,379
Fort William Elevator Co.	334,277	141,393	7,311	90,566	573,547
Eastern Terminal Elevator Co.	282,018	200,621	8,854		491,493
Thunder Bay Elevator Co.	653,515	209,387	18,809	46,972	928,683
Port Arthur—					
Port Arthur Elevator Co.	1,740,162	1,394,883	94,620	94,046	3,323,711
D. Horn & Co.	142,874	100,438	18,525	63,326	325,163
Dominion Government Elevator	1,120,583	673,208	35,801	157,117	1,986,709
Grain afloat					
Total Terminal Elevators.....	8,220,950	4,705,317	308,308	920,315	14,154,890
Saskatoon Dom. Govt. Elevator.....	113,094	76,745	4,019	9,843	203,701
Moosejaw Dom. Govt. Elevator.....	271,769	100,003	3,691	5,537	381,090
Calgary Dom. Govt. Elevator.....	83,769	66,332	9,279	547	153,927
Vancouver Dom. Govt. Elevator.....	9,512	22,645			32,157
Total Interior Terminal Elevators..	478,144	265,725	10,989	15,927	770,785
Depot Harbour.....	39,621				39,621
Midland—					
Aberdeen Elevator Co.	225,696	61,865			287,561
Midland Elevator Co.					
Tiffin, G.T.P.	493,960	764,114	82,824		1,340,898
Port McNicol.....	59,660	1,527,951	5,245		1,592,856
Collingwood.....		41,505			41,505
Goderich.....	267,015	362,728	20,105	23,642	673,490
Western Canada Flour Mills Co., Kingston—Goderich.	181,336				181,336
Montreal Transportation Co.	121,746	181,038			302,784
Commercial Elevator Co.	23,150	82,523			105,673
Port Colborne.....	534,873	425,415			960,288
Prescott					
Montreal—					
Harbour Commissioners No. 1.....	511,554	1,486,113	119,811		2,117,478
" " No. 2.....	620,147	667,627	74,464		1,362,238
Montreal Warehousing Co.	367,772	1,158,733	108,179		1,634,684
Quebec Harbour Commissioners	3,851	87,463		*8,782	100,096
West St. John, N.B.	131,166	5,795	6,252		143,213
Halifax, N.S.	261,601				261,601
Total Public Elevators.....	3,843,148	6,852,870	416,880	32,424	11,145,322
Total quantity in store.....	12,542,242	11,823,912	736,177	968,666	26,070,997

* Corn.

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended July 13, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—Grades				
No. 2 Hard			46,934	46,934
No. 1 "	5,107			5,107
No. 1 Northern	1,019,505	39,478	757,947	1,816,930
No. 2 "	1,405,077	57,498	572,901	2,035,476
No. 3 "	1,293,034	110,947	588,321	1,992,302
No. 4 Wheat	671,142	56,670	666,419	1,394,231
No. 5 "		8,678	254,344	263,022
No. 6 "		14,911	126,483	141,394
Other	3,827,085	189,962	829,799	4,846,846
Totals	8,220,950	478,144	3,843,148	12,542,242
Oats—Grades				
No. 1 C. W.	24,349	4,846	1,389	30,584
No. 2 "	1,503,250	70,185	2,313,611	3,887,046
No. 3 "	306,073	34,706	650,624	991,403
Ex. No. 1 Feed	586,040	34,092	1,293,332	1,913,464
No. 1 Feed		33,045	1,024,886	1,057,931
No. 2 "		6,645	226,319	232,964
Other	2,285,605	82,206	1,342,709	3,710,520
Totals	4,705,317	265,725	6,852,870	11,823,912
Barley—Grades				
No. 3 extra C. W.				—
No. 3 C. W.	122,830	3,205	122,510	248,545
No. 4 "	96,324	3,243	245,622	345,189
Feed	12,222	898	15,150	28,270
Rejected	32,477	3,643	3,581	39,701
Other	44,455	109	30,017	74,472
Totals	308,308	10,989	416,880	736,177
Flax—Grades				
No. 1 Northwestern Canada	395,052	4,118	23,642	422,812
No. 2 C. W.	363,488	6,837		370,325
No. 3 "	106,794	3,978		110,772
Rejected		403		403
Other	54,981	591		55,572
Totals	920,315	15,927	23,642	959,884
Corn			8,782	8,782
Total quantity in store	14,154,890	770,785	11,145,322	26,070,997

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East on July 13, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>July 13, 1917.</i>			
Terminal Elevators.....	8,220,950	5,933,940	14,154,890
Interior Terminals.....	478,144	292,641	770,786
Public Elevators in the East.....	3,843,148	7,302,174	11,145,322
Total.....	12,542,242	13,528,755	26,070,997
<i>July 14, 1916.</i>			
Terminal Elevators.....	13,196,923	6,695,060	20,161,983
Interior Terminals.....	1,049,337	335,047	1,384,384
Public Elevators in the East.....	4,609,123	6,319,834	10,928,957
Total.....	18,855,383	13,619,941	32,475,324
<i>July 15, 1915.</i>			
Terminal Elevators.....	2,168,364	1,876,026	4,044,390
Interior Terminals.....	131,469	127,732	259,201
Public Elevators in the East.....	786,647	2,088,090	2,874,737
Total.....	3,086,480	4,091,848	7,178,328
<i>July 16, 1914.</i>			
Terminal Elevators.....	2,902,032	3,688,219	6,590,251
Public Elevators in the East.....	4,170,728	4,414,199	9,584,927
Total.....	7,072,760	8,102,418	15,175,178

Quantity of United States Wheat, Oats, Rye and Corn in Store at the following Public Elevators in the East for the Week ending July 13, 1917.

	Wheat.	Oats.	Rye.	Corn.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Depot Harbour		116,764			116,764
Aberdeen Elevator Co.....	129,996	91,266			221,262
Midland Elevator Co.....	99,621	961,603		6,177	1,057,401
Tiffin, G. T. P.					
Harbour Commissioners No. 1.....	4,278		37,579		41,857
" " 2.....	10,357		12,965	171,660	194,982
Total, United States Grain	244,252	1,159,633	50,544	171,837	1,632,266

TRADE INQUIRIES.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, REGINA, WINNIPEG, INDUSTRIAL BUREAU, CHAMBRE DE COMMERCE DE MONTREAL, MONCTON, N.B., SAULT STE. MARIE, ONT., and FORT WILLIAM, ONT.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1084. **Machine tools, metals, chemicals, oil and foodstuffs.**—A Swedish firm established in Stockholm, Sweden, and Petrograd, Russia, desires to get in touch with Canadian manufacturing concerns wishing to develop export business after the war, especially machine tools, metals, chemicals, oils and foodstuffs. A representative of the firm is now in New York city. The address can be obtained on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1085. **Agency.**—A commission merchant in Johannesburg, South Africa, having a good connection and thoroughly acquainted with the South African market, desires to obtain Canadian agencies, particularly for business after the war.

1086. **Khaki cloth.**—An old-established firm in Newfoundland asks for the names of Canadian manufacturers of khaki cloth.

1087. **Tape measures and art needlework.**—An importer in London, England, wishes to get the addresses of Canadian manufacturers of tape measures and art needlework.

1088. **Goods for tropical countries.**—A firm of Dutch merchants in Sumatra carrying on business in the Straits Settlements and the Dutch Indies would like to get into communication with large Canadian manufacturers of goods fit for tropical countries, especially for estates and farms.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

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Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

- *Canada Year-Book. (*Price, \$1.00.*)
- *Census Returns. (*Price of volumes vary.*)
- *Criminal Statistics. (*Price, 25 cents.*)
- Grain Inspection in Canada. (*Free.*)
- List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.

Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, Lonja del Comercio. Apartado 1290, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, care of H. B. M. Consul, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Bukhgozla Ulitza No. 4, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street, Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nasseau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania, Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom,

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bagota, British Consul General.

Ecuador:

Quitto, British Consul General.
Guayquill, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

Commercial Intelligence Journal

VOL. XVII.

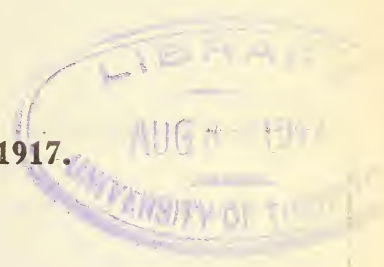


No. 705.

WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, JULY 30, 1917.



Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
PRINTED BY J. DE L. TACHÉ,
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1917

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The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, July 30, 1917.

No. 705

SOUTH AFRICA.

REPORT OF TRADE COMMISSIONER.

(Mr. W. J. Egan.)

CAPE TOWN, S.A., May 22, 1917.

Following up the report covering Canadian export trade and South African imports of iron and steel and manufactures of, a report is now submitted covering a number of articles which are kindred to the hardware or machinery trade.

The tables submitted are arranged with the same idea for ready comparison of Canadian and United States exports to South Africa, and a comparison of trade in the pre-war year 1913, with the years 1915 and 1916.

Brushware—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Japan.
1913..	\$310,000	\$3,100	\$11,600	\$226,000	\$41,000	\$ 3,000
1915..	185,500	1,250	13,400	155,000	720	9,600
1916..	320,400	3,500	24,470	217,300	166	59,270

The outstanding feature on this article of import is the increase of trade by Japan. Canada, through representation, has made some headway and as other firms are making inquiries *re* representation, it is just possible that Canada will make some effort to secure a much better show of this big trade. Brushware is a line on which repeat orders can be placed by reference to catalogues, but to introduce a new line it is necessary to show samples.

The South African Government Stores Department in normal times import about \$12,000 in value each year.

Grasses for Broom-making—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Russia.	Japan.	China.
1913..	\$39,500	\$ 310	\$ 4,800	\$ 2,100	\$5,600	\$1,800	—
1915..	46,000	1,100	15,700	5,000	3,700	6,000	—
1916..	66,080	....	10,100	12,880	7,700	2,300	11,100

Coir Fibre—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Ceylon.	India.	Port. East Africa.
1913..	\$55,500	....	....	\$3,400	\$20,200	\$11,500	\$9,100
1915..	40,600	....	....	1,300	19,600	11,300	7,700
1916..	50,440	....	....	378	26,250	20,700	2,000

Broom- and brush-making is an industry making big headway in South Africa, and for brushes of the coarser variety the chances are that imports will decrease.

In grasses for broom-making the other countries exporting to South Africa are Algeria, Mexico and British West Africa, and pre-war, Germany and Austria-Hungary.

The greater portion of coir fibre imports are used for mattress-making.

Paints and Colours—Imports (not including Distemper, Varnish, Turpentine or Ochre).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany	Holland.
1913..	\$672,000	\$1,800	\$37,900	\$598,000	\$11,460	\$16,400
1915..	497,000	85	27,750	450,000	340	9,000
1916..	897,160	4,000	45,200	821,350	132	18,300

Varnish—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland.	Belgium.
1913..	\$151,000	\$ 60	\$ 8,700	\$135,000	\$2,200	\$700
1915..	92,500	265	11,100	80,000	255	—
1916..	185,130	1,130	17,800	164,040	2,060	—

Distemper—Imports (Water Paints).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.
1913..	\$67,000	....	\$33,500	\$31,400	\$1,200	—
1915..	56,500	....	32,700	23,300	45	\$180
1916..	81,700	\$858	49,200	30,980	25	600

Turpentine and Substitutes—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Russia.	Dutch East India Is.
1913..	\$79,000	....	\$76,000	\$1,700	\$50	—
1915..	71,200	....	69,500	950	....	\$ 80
1916..	93,800	....	87,780	1,200	98	4,100

Canada's good headway in the paints and varnish exports give promise of a much better trade in the future.

The credit for this is due to one up-to-date firm who sampled their range in the most desirable way for their South African representatives.

Another Canadian firm also made a splendid effort with a good range of samples, but they were unfortunate in the selection of their agent, to whom they gave their representation without any inquiry *re* his ability or standing. The trade is a splendid one, and well worth making an effort to secure.

The South African Government Stores in normal times will average each year an import of about \$58,000 in paints and varnish.

Oilman's Stores—Imports.

Paraffin—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Dutch East India Is.
1913..	\$1,306,000	....	\$1,293,000	....	\$11,500
1915..	1,157,000	....	1,156,990	\$5	5
1916..	1,227,770	....	1,227,000	....	760

Motor Spirits—Imports (including Benzine and Naphtha).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Dutch East India Is.
1913..	\$1,103,000	....	\$730,000	\$3,900	\$365,000
1915..	1,307,000	....	624,000	1,800	678,000
1916..	1,763,480	....	903,600	6,300	853,570

Mineral Oils, other N.O.D.—Imports (not Paraffin, Motor Spirit, or Lubricating).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	British West India Is.
1913..	\$14,600	....	\$ 9,500	\$3,700	—
1915..	34,500	....	26,200	2,200	—
1916..	194,160	....	32,260	2,240	\$137,600

Oils Lubricating—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	India.
1913..	\$701,000	....	\$557,000	\$105,000	\$31,100	—
1915..	660,000	....	591,000	64,000	459	\$2,200
1916..	927,960	....	846,400	81,080	25	312

Starch—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.
1913..	\$125,000	....	\$ 2,200	\$ 96,000	\$8,000	\$7,000
1915..	131,200	....	29,000	86,800	265	14,000
1916..	178,050	....	20,580	147,260	....	9,600

Blacking and Boot Polish—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany	France.
1913..	\$234,000	\$95	\$ 3,200	\$229,000	\$2,500	\$210
1915..	195,000	....	4,500	190,000	5	85
1916..	255,400	44	12,900	242,500	....	—

Emery—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$12,100	\$ 260	\$3,700	\$ 6,400	\$625
1915..	14,700	1,200	4,200	9,000	5
1916..	25,200	917	6,450	17,660	—

Glue—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Holland.
1913..	\$23,000	....	\$1,360	\$16,100	\$2,500	\$ 900
1915..	22,100	....	1,200	14,800	3,800	900
1916..	51,700	....	2,860	33,600	9,000	1,400

Oilman's Stores, N.O.D.—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.	Sweden.
1913..	\$321,000	\$1,500	\$38,000	\$243,000	\$18,300	\$2,500	—
1915..	382,000	20	84,000	285,000	500	800	\$2,900
1916..	417,750	161	86,300	320,480	59	930	1,500

Oils for spraying purposes are not shown in these figures, but there is a demand, and it is a pleasure to report that one Canadian firm is making a real effort to produce the required article, and the prospects are bright for success and as a result a good export trade.

Some good orders have been placed with Canada for starch, both in bulk and parcels for retail trade.

There is one set of samples in the country for a Canadian manufacturer's blacking and boot polish. The agents I know have given the range considerable attention, but so far without much success.

In lubricating oils and linseed oils, the South African Government Stores purchase each a fair quantity. Their tender forms for supply are on file with the Department of Trade and Commerce in Ottawa.

Asbestos Manufactures.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Belgium.	Holland.	Switzer- land.
1913..	\$42,000	....	\$5,500	\$18,500	\$8,900	\$1,000	—
1915..	31,000	\$1,350	480	19,500	450	4,200	\$1,700
1916..	56,000	225	2,050	43,000	....	1,900	5,850

Asbestos sheets for building purposes are in big demand, and pre-war Germany was working up a good trade in these.

Italy is now shipping; her exports for 1915 and 1916, were to a value of \$2,600 for each year.

Tar and Substitutes—Imports (Not Asphalt, Bitumen, Creosote or Pitch).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Sweden.	Mexico.
1913..	\$127,000	\$200	\$ 50	\$94,800	\$28,800	\$ 2,200	—
1915..	98,000	....	275	82,400	530	5,800	—
1916..	138,000	55	185	113,900	260	13,300	\$10,200

Plaster—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Norway.
1913..	\$ 7,300	....	\$600	\$ 3,750	\$3,400	—
1915..	5,700	....	950	4,700	....	—
1916..	11,450	\$355	615	10,000	....	\$260

Repeat orders have been placed this year for plaster from Canada.

Zinc Unmanufactured—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Belgium.	Japan.	Australia.
1913..	\$ 610,000	....	....	\$ 9,500	\$59,000	....	—
1915..	935,000	....	\$ 911,000	11,000	300	....	—
1916..	1,900,500	....	1,813,000	20,500	....	....	\$65,000

The zinc sheets are used on the gold mines. While other countries have made some effort to supply, the United States exports have replaced those of Germany, but at a very much increased price. The quantity imported in 1913 was 93,000 cwts., for a value of \$610,000 and the 1916 imports totalled 97,421 cwts., for a value of \$1,900,500.

Calcium Carbide—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Norway.
1913..	\$227,000	\$ 43,800	\$17,500	\$ 800	\$27,500	\$127,000
1915..	314,000	201,500	12,000	200	31,000	69,000
1916..	258,000	153,600	14,600	1,090	23,190	65,030

The total quantity imported in 1916 was 9,064,572 pounds, which is about the average annual import. Canada's share of the 1916 imports was 5,531,208 pounds compared with 1,618,240 pounds in 1913.

The war conditions of supply has been the means of demonstrating to many users of carbide for the first time the quality of the Canadian article and the splendid packing. Both are fully appreciated. There are many inquiries for other sources of supply from Canada.

Packing, Engine—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	France.
1913..	\$172,000	\$ 90	\$63,000	\$ 82,000	\$23,000	—
1915..	210,900	330	79,800	126,000	65	\$2,000
1916..	273,700	1,225	62,200	189,300	25	750

Belgium and Portugal also ship in small quantities. Many inquiries have been submitted to Canada asking for supply or agencies. The successful United States and United Kingdom lines are regularly advertised.

Hose Conveying—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.
1913..	\$319,000	\$900	\$104,000	\$167,000	\$37,000	—
1915..	244,000	625	143,000	94,800	5	—
1916..	400,800	25	259,000	142,300	....	—

Hose, Steam and Suction—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.
1913..	\$ 1,600	....	\$ 500	\$ 950
1915..	5,300	....	3,850	1,450
1916..	38,300	....	4,250	34,050

Belting and Bands—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$690,000	....	\$181,000	\$485,000	\$14,600
1915..	700,000	....	184,000	513,000	—
1916..	867,000	....	272,500	597,000	—

Rubber Manufactured—Imports (Not Rubber Hose and Tires).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	France.	Spain.
1913..	\$170,000	....	\$13,000	\$138,000	\$12,600	\$2,350	—
1915..	185,000	....	22,000	150,900	290	4,750	\$6,600
1916..	279,800	\$45	35,000	235,000	....	2,600	3,200

The possibilities in this range of goods and all the particulars covering each branch of the trade have been submitted to the Canadian rubber companies making inquiry and in special reports published in the *Weekly Bulletin*.

As some of the Canadian companies are now represented in South Africa, results should be in evidence this year.

The figures for rubber tires will be shown in another report covering vehicles.

Bedsteads—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.
1913..	\$382,000	....	\$ 10,600	\$367,000
1915..	276,000	\$60	18,300	256,000
1916..	401,880	....	144,680	263,390

The iron and brass bedsteads must be credited for most of these imports.

Canadian manufacturers making inquiry have been posted on all conditions governing the trade and special reports as well as illustrations have been published in the *Weekly Bulletin*.

The trade throughout South Africa state that if Canadian manufacturers are able to quote satisfactory prices they are assured of a fair share of the trade. The only way to secure and hold this trade is by representation. The English manufacturers are all represented.

One American manufacturer took advantage of the war restrictions from England by stocking up in South Africa, and making deliveries from stock.

One effect of the restricted shipments from the United Kingdom is the cancellation of agreements governing rebates to South African purchasers who confine their trade to the English manufacturers combine. Under this rebate system the South African dealer made his regular profits and on top of that his rebates at the end of each year.

Cordage and Rope—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	Norway.
1913	\$264,000	....	\$ 8,000	\$205,000	....	\$40,000
1915	285,000	....	10,600	223,000	\$ 375	46,000
1916	367,000	\$2,500	17,000	237,500	39,200	41,500

Binder Twine—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	India.
1913..	\$ 95,000	\$60,000	\$26,000	\$6,500	—
1915..	81,800	32,000	46,500	3,400	—
1916..	200,900	7,900	73,000	5,900	\$12,000

Samples of Australian cordage and rope came on this market for the first time in 1915 and business resulted immediately for 1916 delivery. The quality has been found very satisfactory and first quotations were considered right. Canadian samples have been on this market since early in 1914, but the lack of raw material for factory prevented business being accepted. The Canadian article is very much appreciated for its finish, and if quotations were made excellent business would result.

Some good orders have been placed with Japan for this year's delivery, as their 1916 shipments are considered satisfactory.

In addition to the general merchandise imports, the South African Government Stores imports for the Union Government under this heading average an annual value of about \$40,000.

Shortage of raw material to Canadian works has made a big difference in Canadian exports of binder twine. The trade are all making inquiries as to when shipments will be resumed from Canada.

As shown in the above table on binder twine, India came in for the first time to the extent of \$12,000, with fair prospects for increased trade.

Bottles and Jars, Glass—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Sweden.	Holland.
1913..	\$689,000	\$ 700	\$ 37,000	\$278,000	\$162,000	\$ 96,000	\$ 9,700
1915..	489,200	970	68,000	218,000	2,400	159,000	19,200
1916..	896,900	7,700	246,000	261,800	13,280	256,080	51,430

In the supply of small bottles suitable for the drug trade and similar trades, Japan has made a decided hit in quality and values. Japan first exported in 1915 to a value of \$4,200, and in 1916 her trade in these goods increased to \$64,500.

The Canadian manufactured jars are very satisfactory. There are many inquiries made for supply of bottles from Canada. To secure this trade it will be necessary to show samples.

Glassware—Imports (excepting Plate and Window).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Belgium.	Holland.	Japan.
1913..	\$287,000	\$25	\$19,000	\$74,500	\$64,000	....	—
1915..	97,000	10	19,200	35,800	1,300	\$24,000	\$ 2,850
1916..	368,900	10	83,580	62,800	57,000	62,300	76,900

This is one of the lines on which Japan has made a good impression. Her sample delivery in 1915 brought many repeats in 1916.

A feature in this trade is Holland's improvement in manufactures for export as shown by her figures of trade. Germany's pre-war averaged \$95,000 annually and Austria-Hungary \$18,000. Sweden shipped to a value of \$11,370 in 1916.

Chinaware—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Japan.
1914..	\$148,000	....	\$90	\$87,000	\$42,500	\$ 9,500
1915..	41,000	\$25	50	30,000	900	7,500
1916..	93,450	....	30	58,300	312	31,100

Earthenware N.O.D.—Imports (not Bricks, Pipes, Piping or Fire-clay).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Japan.	Austria- Hungary.
1914..	\$395,000	\$20	\$ 700	\$315,000	\$61,000	\$ 3,600	\$3,500
1915..	355,000	....	1,050	340,000	3,700	4,500	95
1916..	776,000	25	5,300	721,580	732	28,200	49

As the chinaware figures of trade were first made a special heading in 1914, the table in earthenware n.o.d. has been compiled for the same period.

Canadian manufacturers of any line covered in this report who are in a position for export should submit particulars to this office when every effort will be made to place their range with the right kind of agents.

As with almost every line one may mention representation in the field of export for any line covered in this review is necessary.

With the first letter of inquiry every information possible should be included so that time may be saved and results secured as quickly as possible.

If at all possible, some endeavour should be made to enable shipments at once, if only in limited quantity. If, however, this is not possible, the endeavour should be made now so as to be prepared with the organization at this end to secure business immediately after the war.

AUSTRALIA.**REPORT OF TRADE COMMISSIONER.**

(*Mr. D. H. Ross.*)

MELBOURNE, May 22, 1917.

STEAMER FREIGHTS FROM NEW YORK TO AUSTRALIA.

Owing to the competition between two lines of steamers engaged in New York-Australian trade, and to the diminished volume of orders being despatched from the Commonwealth for general merchandise, freight rates were quoted early in April at \$15 per ton on heavy hardware to principal Australian ports. When the rates fell, it was generally recognized that the figures were neither justified by the world's freight markets, nor were they likely to continue for any considerable length of time.

Private cables received in Melbourne state that freights from New York to Australia have advanced to \$30 per ton on heavy hardware and \$45 per ton on measurement goods. It was also indicated that one of the lines of steamers had withdrawn from the service for the time being.

The effect of a \$45 freight on cheap bulky goods is more than sufficient to preclude the importation of many lines of that designation.

AUSTRALIA'S FAVOURABLE TRADE BALANCE WITH JAPAN.

According to a report furnished by the New South Wales trade commissioner in the East, the total trade between Japan and Australia in 1916 was £7,555,512 consisting of exports to Australia of £2,951,419, and imports to Japan of £4,604,093. The balance of trade was in favour of Australia to the extent of £1,652,674. It is

claimed by the trade commissioner that, but for the restrictions on exports and other difficulties, the balance of trade in favour of Australia would have been considerably greater.

AUSTRALIAN FEDERAL FINANCE.

To this date, the Commonwealth's loan expenditure upon the war aggregates £70,341,625 of which £32,918,057 was expended in the nine months ended on March 31. Customs revenue, in the same period, was £9,639,469 or £312,435 less than last year.

The public debt of the Commonwealth, at March 31 of this year thus amounted to £161,294,711, this sum being made up partly as follows:—

Commonwealth inscribed stock, 3½ per cent, redeemable 1962-72....	£ 4,580,000
Commonwealth inscribed stock and bonds, war loan, 4½ per cent, redeemable 1925..	79,415,670
Commonwealth inscribed stock and debentures, 5½ per cent, redeem- able 1922..	4,000,000
War loans from United Kingdom..	47,774,269
Value of properties transferred from States..	10,781,797

TRADE OF THE AUSTRALIAN COMMONWEALTH.

The unrevised trade returns of the Commonwealth for the first nine months of the fiscal year, July, 1916 to March, 1917, show expansion in both imports and exports. A comparison with the trade in the previous period is shown thus:—

	Nine months ended March 31.		Increase.
	1915-16	1916-17	
Imports..	£ 57,267,384	£ 61,431,590	£ 4,164,206
Exports..	47,841,317	66,091,776	18,250,459
Totals (merchandise).	<u>£105,108,701</u>	<u>£127,523,366</u>	<u>£22,414,665</u>

Shipments of wool and wheat are restricted by inadequate shipping facilities, but, particularly with higher values, the export figures for the balance of the fiscal year are likely to substantially improve.

IMPORTS OF PRINCIPAL LINES OF MERCHANDISE FOR NINE MONTHS.

In the appended schedule will be found a comparison of the principal imports into Australia during the nine months ended March 31, 1917, with those for the corresponding period of 1916:—

	Nine months ended March 31,		+ Increase. — Decrease.	
	1915-16.	1916-17.		
	£	£		£
Ale and beer	201,740	156,875	—	44,865
Apparel, dry goods, etc.	12,718,404	17,633,957	+	4,915,553
Boots and shoes	285,043	369,057	+	84,014
Portland cement	199,383	20,520	—	178,863
Cordage and twines	539,646	815,268	+	275,622
Drugs and chemicals	1,289,386	1,326,539	+	37,153
Earthenware and china	302,780	329,641	+	26,861
Fish, all kinds	737,319	771,004	+	33,685
Fruits, fresh apples	82,123	51,930	—	30,193
Fruits, other fresh	224,348	190,513	—	33,835
Furniture	71,081	50,945	—	20,136
Glass and glassware	391,189	504,382	+	113,193
Grain and pulse, unprepared—				
Barley	21,214	7	—	21,207
Maize	646,720	8,004	—	638,716
Oats	501,253	636	—	500,617
Wheat	2,175,477	5	—	2,175,472
Other	43,566	15,127	—	28,439
Grain and pulse, prepared—				
Flour (wheaten)	4,753	776	—	3,977
Hay and chaff	228,752	194	—	228,558
Hats and caps	342,451	262,582	—	16,381
Hops	40,078	23,697	—	16,381
Machinery—				
Agricultural	392,952	526,737	+	133,785
Other	2,425,516	2,689,261	+	263,745
Rubber goods	831,397	857,798	+	26,401
Rails and fish-plates	563,046	69,962	—	493,084
Iron and steel—				
Bars, blooms, etc.	1,175,846	1,367,043	+	191,197
Galv'd, plate & sheet	1,392,329	679,439	—	712,890
Pig and scrap	102,063	74,912	—	27,151
Jute goods	1,887,663	2,380,759	+	493,097
Leather	248,845	452,461	+	203,616
Metal manufactures	2,945,209	2,697,282	—	247,927
Milk, preserved	70,803	43,173	—	27,630
Kerosene	527,066	468,318	—	58,748
Matches and vestas	222,128	163,498	—	58,630
Paints and colours	423,231	562,450	+	139,219
Paper, printing	628,477	1,409,987	+	781,510
Paper, all other	641,049	1,308,356	+	667,307
Pickles and sauces	88,888	71,539	—	17,349
Onions	8,394	320	—	8,074
Potatoes	144,895	831	—	144,064
Spirits—				
Brandy	61,248	171,746	+	110,498
Rum	17,748	21,146	+	3,398
Whisky	515,893	1,106,718	+	590,825
Other	127,753	129,093	+	1,250
Wines, sparkling	44,020	33,119	—	10,901
Wines, other	20,603	21,999	+	1,396
Butter	289,296	29,860	—	259,436
Biscuits	9,508	6,978	—	2,530
Cheese	61,265	4,699	—	56,566
Sugar	1,450,619	1,019,924	—	430,695
Tea	1,604,565	1,196,191	—	408,374
Timber	1,330,011	1,168,263	—	161,748
Tinned plates	632,927	1,140,727	+	507,800
Tobacco, manufactured	94,044	98,614	+	4,570
Tobacco, unmanufactured	495,085	567,142	+	72,057
Cigars	69,350	71,018	+	1,668
Tools of Trade	350,734	433,828	+	83,094
Soap	71,615	60,876	—	10,739
Manures	421,090	461,192	+	40,102

Exports of Principal Lines of Merchandise for Nine Months.

The figures relating to Australian exports of leading lines of goods and products for the nine months ended on March 31, 1917, as compared with the similar period of 1916, are shown thus:—

	Nine months ended March 31,		+ Increase. — Decrease.
	1915-16.	1916-17.	
Horses	£ 252,407	£ 255,438	+ £ 3,031
Butter	972,416	4,767,328	+ 3,794,912
Biscuits	80,800	88,793	+ 7,993
Coal	419,847	271,548	— 148,299
Metals—			
Concentrates	1,117,384	1,048,694	— 68,690
Copper	2,318,501	3,208,031	+ 889,530
Lead	2,332,591	2,834,633	+ 502,042
Ores, except gold	537,123	487,712	— 49,411
Silver	551,148	603,302	+ 52,154
Fruits, dried—			
Currants	321	92,551	+ 92,230
Raisins	35,285	137,537	+ 102,252
Other	1,844	25,912	+ 24,068
Fruits, fresh—			
Apples	198,680	38,818	— 159,862
All other	34,129	35,138	+ 1,009
Wheat	3,543,150	10,878,741	+ 7,335,591
Flour	815,187	2,213,418	+ 1,398,231
Timber	321,466	233,950	— 87,516
Jams and jellies	188,499	474,962	+ 286,463
Leather	949,895	935,434	— 14,461
Frozen beef	1,440,476	3,278,364	+ 1,837,888
Frozen mutton, etc.	744,038	1,450,621	+ 706,583
Frozen rabbits, etc.	486,452	658,861	+ 172,409
Tinned meat	447,616	572,580	+ 124,964
Preserved milk	15,829	398,184	+ 382,355
Skins—			
Hides	529,679	291,411	— 238,268
Rabbits	175,432	254,203	+ 78,771
Sheep	920,946	938,272	+ 17,326
Other	283,932	298,400	+ 14,468
Tallow	375,354	881,137	+ 505,783
Tin	430,356	397,481	— 32,875
Wool, greasy	18,094,003	17,849,558	— 244,445
Wool, scoured	5,027,238	4,979,066	— 48,172
Pearlshell	141,536	255,452	+ 113,916

Quantities of Butter, Wheat, Flour and Wool Exported.

The following schedule of exports of the principal items of Australian primary production illustrate the increased quantities of butter, wheat and flour shipped overseas and the contraction in the wool shipments for the comparative periods stated:—

	Nine months ended March 31,		+ Increase. — Decrease.
	1915-16.	1916-17.	
Butter pounds.	£ 14,978,105	£ 66,886,978	+ £ 51,908,873
Wheat cents.	7,610,249	27,074,702	+ 19,464,453
Flour "	1,341,158	3,717,071	+ 2,375,913
Wool, greasy pounds.	367,220,438	265,494,157	— 101,726,281
" scoured "	63,071,751	43,859,347	— 19,212,404

NEW ZEALAND.**REPORT OF TRADE COMMISSIONER.***(Mr. W. A. Beddoe.)*

AUCKLAND, N.Z., June 12, 1917.

THE MONEY MARKET.

When at war financial conditions may change rapidly. Therefore the latest position with relation to money may become of value. Ample funds are in the banks of New Zealand for all general requirements.

IMPERIAL GOVERNMENT HELPS.

The Imperial Government has agreed to provide advances to freezing companies against the large stocks of meat held in store, which will further ease the situation. Up-to-date the Imperial Government has paid out over thirty millions sterling in payment for New Zealand produce, a large amount of which is yet unshipped. Were it not for the fact that the Imperial Government has paid for, or advanced against the bulk of this, there would probably have been some difficulty in arranging finance pending freight space becoming available.

IMPORTS AND EXPORTS WILL INCREASE.

It is evident that provided this produce can be moved before the end of the current season, exports will show a total far in excess of previous records. Against this, imports show a big increase. However, there will be a big balance in favour of exports, provided a fair share of shipping space can be secured.

IMPORTANCE OF GOOD SAMPLES.

It is desirable when sending samples that they should be well made and selected with care, and that the bulk goods should be equal to the samples. Latterly, samples of toys arrived in New Zealand and they were not presentable, particularly samples of toy yachts and boats. When these goods are placed side by side with samples from the United States and Japan they suffer by comparison. The toy trade was formerly entirely in German hands, and an opportunity was present to divert much of it to Canada, but so far the samples that have arrived will not secure the business.

CORRESPONDENCE APPARENTLY NEGLECTED.

At the risk of repetition, attention is again called to the necessity of answering correspondence, even if business cannot be entertained. Strange to say, this condition of affairs does not apply to any particular class of goods, but the oversight is very general. New Zealand merchants are very anxious to transact business with Canada, and by reason of this laxity with respect to correspondence, they receive an entirely erroneous impression of Canadian business men. If this should reach the eye of any individual or firm having New Zealand letters unanswered, please sit down and do it now.

PRINCIPAL IMPORTS INTO NEW ZEALAND.

The following list of articles imported into New Zealand from all countries during the four months ended April 30, 1917, and the value of same, together with the figures for the corresponding months of 1916, give an idea of the character and quantity of certain articles consumed in this country:—

	4 Months, 1917. £	4 Months, 1916. £
Soft Goods—		
Apparel.. . . .	430,150	445,194
Boots and shoes.. . . .	128,259	98,072
Carpet and oilcloth.. . . .	70,594	67,647
Drapery n.o.e.. . . .	78,185	86,905
Hats and caps.. . . .	39,759	40,838
Hosiery.. . . .	89,834	109,630
Millinery.. . . .	28,329	34,212
Canvas.. . . .	37,160	28,310
Cotton piece goods.. . . .	503,897	418,891
Linen piece goods.. . . .	7,183	15,098
Silk piece goods.. . . .	86,256	69,986
Woollen piece goods.. . . .	260,755	241,365
Hardware—		
Cement.. . . .	310	359
Hardware.. . . .	104,603	105,326
Iron—		
Bar, bolt, rod.. . . .	50,353	66,828
Corrugated.. . . .	6,779	120,830
Fencing wire.. . . .	20,569	38,460
Barbed wire.. . . .	8,948	8,556
Pig and scrap.. . . .	28,006	15,405
Pipes and fittings.. . . .	55,488	87,916
Lead.. . . .	8,591	11,719
Machinery—		
Dairy.. . . .	29,711	17,045
Agricultural.. . . .	44,971	32,405
Electric.. . . .	160,402	156,132
Engines, gas and oil.. . . .	26,562	19,024
Mining.. . . .	5,834	4,591
Sewing.. . . .	21,119	14,497
Nails.. . . .	23,733	21,359
Railway and tramway plant.. . . .	16,079	36,137
Tin, sheet and block.. . . .	64,680	50,195
Tools.. . . .	46,211	29,753
Foodstuffs—		
Confectionery.. . . .	22,606	48,167
Fish, preserved.. . . .	41,381	28,324
Fruit—		
Dried.. . . .	39,839	52,764
Fresh.. . . .	43,347	33,423
Flour.. . . .	52,409	15,773
Grain, unprepared.. . . .	49,377	45,489
Jams, jellies, etc.. . . .	2,958	3,723
Milk, preserved.. . . .	9,809	3,592
Onions.. . . .	1,434	1,222
Pickles and sauces.. . . .	2,564	3,888
Rice.. . . .	21,537	26,512
Salt.. . . .	19,821	27,823
Sugar.. . . .	191,481	148,952
Beverages—		
Ale and stout.. . . .	10,713	14,572
Spirits—		
Whisky.. . . .	119,282	108,907
Other.. . . .	23,402	33,641
Wine.. . . .	20,335	23,496
Cocoa, coffee, etc.. . . .	11,325	41,437
Tea.. . . .	138,839	123,914
Miscellaneous—		
Bicycles (inc. motor).. . . .	28,838	52,790
Books, papers, music.. . . .	76,941	66,231
Candles.. . . .	3,789	7,907
Carbide of calcium.. . . .	5,118	12,894
Coal.. . . .	102,506	62,788
Cordage and twine.. . . .	47,025	29,857
Cornsacks and woolpacks.. . . .	147,782	158,197
China and earthenware.. . . .	49,436	46,884

PRINCIPAL IMPORTS INTO NEW ZEALAND.—*Continued.*

	4 Months, 1917. £	4 Months, 1916. £
Miscellaneous— <i>Con.</i>		
Glass and glassware.. . . .	62,716	58,511
Furniture.. . . .	10,994	12,428
Greases.. . . .	3,335	2,720
India rubber goods.. . . .	16,164	16,412
Leather.. . . .	90,544	48,200
Leather manufactures.. . . .	34,064	26,204
Manures.. . . .	96,041	82,497
Matches and vestas.. . . .	23,056	9,688
Motor vehicles.. . . .	217,974	231,803
Oils—		
Benzine, etc..	146,747	136,153
Kerosene.. . . .	67,015	41,202
Castor.. . . .	6,653	9,518
Linseed.. . . .	15,953	16,850
Turpentine.. . . .	6,338	5,498
Other.. . . .	38,956	36,214
Paints, colours and varnish.. . . .	70,205	61,219
Paper—		
Printing.. . . .	86,500	62,739
Other.. . . .	61,892	37,849
Pianos.. . . .	21,462	26,556
Seeds, grass and clover.. . . .	72,596	63,579
Stationery.. . . .	47,342	39,743
Tobacco.. . . .	115,788	103,044
Cigarettes.. . . .	48,377	77,795
Cigars and snuff.. . . .	7,245	6,717
Timber, hewn and sawn.. . . .	66,529	47,328
Specie.. . . .	40,928	696,450
Totals.. . . .	£ 7,418,265	£ 7,803,897

The following is a comparison of the aggregates of the different divisions of imports for the four months of 1917 and 1916:—

	4 Months, 1917. £	4 Months, 1916. £
Soft goods.. . . .	1,760,361	1,656,148
Hardware.. . . .	722,949	836,537
Foodstuffs.. . . .	498,563	439,652
Beverages.. . . .	323,896	345,967
Miscellaneous.. . . .	1,896,139	1,698,033
Other goods.. . . .	2,175,429	2,131,110
Specie.. . . .	40,928	696,450
Totals.. . . .	£ 7,418,265	£ 7,803,897

The total apart from specie shows a growth of £269,890 or 4 per cent on the figures for 1916, and £1,182,484 or 19 per cent on the 1915 total. Compared with 1916 there are decreases in the hardware and beverages sections. Corrugated iron alone would account for the former, though other lines show fluctuations either way. With beverages, the main lines, tea and whisky, show increases, but the other lines are less. Soft goods show an increase of £104,000, nearly all in cotton and woollen piece-goods and boots. The increase in foodstuffs is chiefly in sugar and flour. Among the miscellaneous lines coal, leather, paper and timber show fairly large increases. As compared with the average of 1916 and 1915 the latest figures show an increase of 20 per cent in soft goods, while hardware has a loss of 5 per cent, and beverages keep the same level, but there are big increases among the miscellaneous items.

BRITISH WEST INDIES.

REPORT OF TRADE COMMISSIONER.

(Mr. E. H. S. Flood.)

BARBADOS, June 6, 1917.

BARBADOS CUSTOMS RETURNS, 1916.

The transactions of the Customs Department of Barbados for last year, which, though not yet published, have been submitted to your commissioner for inspection, show that the revenue raised was £148,437, a greater sum than in any previous year. It was made up of £133,278 received from import duties and tonnage dues, and £15,159 from export duties on sugar and molasses. Over 1915, the increase of revenue was £32,628, and over 1912 which had been the highest up to that time the increase was £15,368.

TOTAL TRADE.

For the first time in the last quarter of a century, Barbados had last year a trade balance in its favour. Since 1896 there has been an adverse balance of over £225,000 each year, and in some of these years the balance against the colony amounted to about half a million sterling. In 1915 improved conditions became apparent, the value of the exports nearly reaching the level of the imports. Last year on account of a very large crop and the high prices ruling for sugar and molasses, a favourable balance of £356,203 resulted. The following statement will show the total trade with the United Kingdom, British and foreign countries:—

	1915.		1916.	
	Imports.	Exports.	Imports.	Exports.
United Kingdom.	£ 441,449	£ 56,419	£ 596,920	£ 232,280
British colonies	358,426	889,024	577,828	1,562,326
Foreign countries	470,279	107,887	676,306	207,117
Coal for bunkers. . . . .	.....	128,656	.....	205,534
Grand total.	<u>£1,270,154</u>	<u>£1,181,986</u>	<u>£1,851,054</u>	<u>£2,207,257</u>

Largely Increased Imports.

The value of the imports was £1,851,522, an increase over 1915 of £581,368. The highest previous level was in 1911 when the imports rose to £1,539,710. The average of the quinquennial was £1,385,685. The principal countries from which the imports came, and the values for 1915 and 1916, are shown in the following statement:—

	1915.	1916.
United Kingdom.	£ 441,449	£ 597,388
United States.	399,500	624,410
Canada.	191,415	320,011
British West Indies.	61,411	62,191
British Guiana.	56,833	102,770
Newfoundland.	29,366	53,131
India.	17,390	37,434
Dutch West Indies.	17,033	8,120
Argentine Republic.	15,437	7,808
Other countries.	40,320	38,259
Total.	<u>£1,270,154</u>	<u>£1,851,522</u>

Increased Importation from Canada.

Attention is again directed to the continuing increase in the imports from Canada. In 1906 the value of goods purchased in Canada amounted to only £86,672, and by steady advances had reached £320,011 in 1916. A few noticeable increases appear in the list, namely, in the value of fish, flour, oats and manure. The following table shows the principal articles supplied by Canada in the last three years:—

Articles.	1914.	1915.	1916.
Cars, motor..	£ 1,500	£ 96	£ 4,050
Cheese	2,078	1,859	1,757
Cordage	556	1,193	649
Fish, salted... ..	19,638	33,914	46,744
Fish, pickled, other than trout and salmon..	1,248	2,591	1,775
Oilmeal	2,866	2,797	5,912
Grain and flour—			
Bran and pollard	551	3,718	7,527
Flour	48,110	56,236	88,598
Oats	19,708	16,327	27,882
Pulse .. . . . .	.....	3,843	.....
Hay	2,427	.....	.....
Manure—Sulphate of ammonia	30,269	15,612	72,870
" other kinds	11	2,460	24
Pork	1,700	3,300	1,511
Nails—iron and steel	904	1,021	1,137
Vegetables, fresh	308	1,080	1,019
Wood—			
White pine and spruce..	21,197	32,652	29,436
Shingles	11,615	1,902	13,575
Shooks and staves	621	843	354
Furniture..	406	555	749
Total value of principal and other articles	£174,785	£191,415	£320,011

Imports from the United States.

It was pointed out last year in a report on Barbados that the value of the imports from the United States since 1906 had stood around £400,000 annually, and that this value had been maintained only because the quantity of coal imported from that country had been increasing. In general merchandise, there had been a steady decline in the import. Last year due to the difficulty of obtaining certain lines of goods from Great Britain and the Continent, trade with the United States increased, the imports being chiefly in manufactured goods, as it was the only market open from which to obtain such supplies. There was again last year a large quantity of coal imported, and the general imports rose from £399,506 in 1915 to £624,410, made up of coal, £193,953, and other goods, £430,457. The following statement will show the principal articles imported last year from Canada and the United States:—

Principal Articles.	From Canada.		From United States.	
	Quantity.	Value.	Quantity.	Value.
Animals, mules. . . . .	.....	.....	275	£ 8,250
Apparel. . . . .	.....	£ 263	.....	7,283
Boots, shoes and slippers . . . . .	.....	432	.....	13,781
Butter.	11,446	859	43,835	3,288
Cars, motor.	55	4,050	84	9,380
Cattle food, oilmeal.	1,126,156	5,912	2,989,428	15,694
Coal. . . . .	.....	.....	86,201	193,953
Cheese.	35,139	1,757	3,939	197
Fish, salted	37,395	46,744	1,045	1,306
Grain and flour—				
Bran and pollard	2,258,151	7,527	280,583	935
Cornmeal	188	174	33,621	31,099
Flour.	57,160	88,598	25,903	40,150
Oats.	5,869,977	27,882	257,932	1,225
Machinery. . . . .	.....	40	.....	12,038
Manures—				
Sulphate of ammonia	3,643	72,870	20	403
Other kin's.	2	24	439	5,268
Meat—				
Beef.	3,178	83	365,917	9,529
Pork.	60,456	1,511	1,064,329	26,608
Medicines and drugs. . . . .	.....	607	.....	5,488
Oleomargarine. . . . .	.....	.....	365,109	9,889
Paper. . . . .	.....	763	.....	8,292
Wood—				
White pine, spruce, etc.	4,205,200	29,436	5,148	36
Pitch-pine.	500	5	2,443,223	21,989
Shingles.	18,099,850	13,575	.....	—
Staves and shooks.	32,150	354	2,332,679	25,660
Vegetables, fresh. . . . .	.....	1,019	.....	1,738
Total. . . . .	.....	320,011	.....	624,410

THE FLOUR TRADE.

During the ten-year period ending 1916 the imports of flour from Canada increased from 4,528 to 57,160 bags. At the beginning of the period the United States supplied practically all the flour, having to its credit at that time an average of 75,000 bags a year. Since then there has been a gradual decline, and the statistics last year show only 25,903 to the credit of that country. In all, 83,123 bags were imported last year, which is about an average, but the high cost of flour during the year has made a record showing in point of value. Most of the flour imported from the United States is of winter wheat for the biscuit manufacturers, chiefly soft winter wheat, though a quantity of hard winter wheat is imported also. The following statement will show the imports for the last two years:—

Countries of Origin	1915		1916	
	Bags.	£	Bags.	£
Canada.	41,656½	56,236	57,160	88,598
United States.	24,678	33,315	25,903	40,150
Other countries.	112½	17	60	107
	66,347	£ 89,568	83,123	£ 128,855

CONDITIONS IN THE DRY GOODS TRADE.

In the list given further on of principal articles imported during the year, it will be noticed that there was an increase in every important item of dry goods. In apparel, boots and shoes, cotton goods, haberdashery, and wool manufactures, the imports rose from £152,777 to £253,632. A letter received from one of the leading dry goods firms, that has branches throughout the other islands, shows very fully the present condition of the trade, and is quoted as follows:—

“Despite the unprecedented advance in all prices, business in the islands with which we are connected has been exceptionally good this year. We take it that this is due to the fact of the buying public having more money to spend, on account of the large crops and the good prices of the previous two years. On the whole we have got supplies very much better than anticipated, but we think we are very near to the point at which these will practically cease. As, however, stocks in general average about 25 per cent to 50 per cent more than usually carried, we think that West Indian dry goods businesses could get along comfortably for another twelve months without further supplies. We have had the greatest difficulty in procuring staples, calicoes, domestics, prints, etc., from England, but hardly any trouble with fine goods, millinery, laces, embroideries, etc. On account of the difficulty with English staples, most of that trade has been diverted to the United States, but we have every reason to believe that as soon as the war is over and conditions in England are settled, its trade will soon return. Although these staples for the volume of the imports of a dry goods business, it is surprising to know how largely millinery and other fancy goods also bulk, and we have often thought that it would be to the advantage of Canadian manufacturers of that class of stuff to send competent representatives to introduce such lines.

“We have also had great difficulty with English boots and shoes, and in consequence the United States has again captured the trade which, just previous to the war, they were losing very fast to the United Kingdom. Why Canadian manufacturers do not cater for the West Indian boot and shoe trade has always been a mystery to us, and we think that it could be looked into with advantage.”

NOTES ON HARDWARE.

During the year, manufactures of iron and steel were imported to the value of £18,063, a considerable advance over the previous year. Machinery also came in to the value of £62,678, the highest figure for many years. Motor cars were imported to the value of £13,602. On inquiry among the hardware trade, it appears that there is at the present time a general shortage in stock in many lines, and a difficulty in obtaining supplies. Among the items specially mentioned as being short are iron sheets, bars, piping, bolts and nuts, hoops; lead pipes and lead sheet; galvanized sheet roofing, pipes and chains; steel and iron rigging wire, iron, galvanized, and copper wire; copper sheets and bars.

A correspondent writes that leather goods, which are considerably handled by the hardware trade, have been very much affected by the war, and it is now difficult to get supplies. A reference is also made by this firm to the increasing trade with the United States, but states that little advantage appears to be gained by applying to that country, as the prices quoted are as high as the English, and the values not as good.

STOCKS OF LUMBER.

Advices from one of the leading firms in the lumber trade in Barbados as to the condition of the market and the stocks on hand, are as follows:—

“White pine boards are in short supply. A couple of cargoes have been sold to arrive, but there is room, at fair prices, for several cargoes. Of spruce, fairly free sales have been made to arrive, and dealers are not wishful at present to increase their purchases. The making of packages for the molasses crop of 1918 will be com-

menced in September. Spruce is used for the headings of such, so that from September on the consumption of this grade of lumber will increase, and as a natural consequence further supplies will be needed."

The following table shows the principal articles imported into Barbados in the years 1915 and 1916:—

Principal Articles Imported.	1915.	1916.
Animals.. . . .	£ 18,959	£ 28,859
Apparel.. . . .	15,440	25,177
Bags and sacks, empty.. . . .	9,769	39,270
Books.. . . .	9,575	8,089
Boots, shoes and slippers.. . . .	16,099	26,409
Butter.. . . .	16,766	17,692
Cars, motor.. . . .	4,823	13,602
Cattle food—oilmeal and oilcake.. . . .	17,122	21,976
Charcoal.. . . .	9,716	9,632
Coal.. . . .	114,970	202,494
Cotton piece-goods.. . . .	53,418	92,374
Cotton, other kinds.. . . .	40,766	64,851
Fish, dried, salted and smoked.. . . .	61,880	98,591
Grain and flour—		
Bran and pollard.. . . .	9,032	8,483
Corn.. . . .	6,501	10,427
Cornmeal.. . . .	23,975	31,412
Flour.. . . .	89,568	128,855
Oats.. . . .	16,892	29,115
Beans and peas.. . . .	9,263	9,612
Rice.. . . .	81,692	86,813
Haberdashery and millinery.. . . .	10,179	14,583
Hats and bonnets.. . . .	7,603	11,500
Jewellery.. . . .	7,842	4,654
Machinery.. . . .	20,804	62,678
Medicines and drugs.. . . .	8,038	10,263
Manures.. . . .	118,141	161,308
Meat—beef salted.. . . .	8,416	9,846
" pork salted.. . . .	31,231	28,382
Metal—iron and steel manufactures.. . . .	11,771	18,063
Oil, kerosene.. . . .	12,806	15,634
Oleomargarine.. . . .	9,177	13,232
Seed, cotton.. . . .	10,028	11,772
Soap, common.. . . .	27,715	22,052
Wood—		
White pine, spruce, etc.. . . .	32,832	29,492
Pitch pine.. . . .	7,165	22,137
Fuel.. . . .	10,934	15,514
Shingles.. . . .	2,397	15,135
Staves and shooks.. . . .	22,287	26,154
Wool manufactures.. . . .	9,362	18,738
Total value.. . . .	£1,270,154	£1,851,054

HEAVY EXPORTS IN 1916.

Last year the exports were the highest in the history of the colony, and in value were more than double the average of the preceding decade. There was upwards of 55,000 tons of sugar exported, together with nearly ten million gallons of molasses. These, in terms of sugar, gave an export of over 85,000 tons, which has perhaps never been exceeded. The market price of sugar and molasses through the year stood exceptionally high, and accounts for the unusually favourable year. The crops of 1915 and 1916 were both large and marketed at good prices. The colony has therefore benefited since the war began. The following statement will give some details of the staple products exported:—

Commodities.	1915		1916	
	Quantity.	Value.	Quantity.	Value.
Sugar—dark crystal. tons.	19,807	£341,671	38,191½	£763,830
“ white crystal.“	14½	14	1½	30
“ yellow crystal.“	70½	1,304	.....	.....
“ Muscovado.“	9,969½	159,512	17,264	336,648
Molasses—choice gall.	1,780,147	74,173	2,379,741	123,945
“ fancy.“	3,782,851	204,904	6,887,387	401,764
“ vacuum pan.“	454,717	8,526	548,887	14,865
Rum.“	33,357	2,780	99,062	9,081
Cotton, raw. lb.	294,926	17,042	137,718	9,845
		£809,926		£1,660,008

Sugar and Molasses.

As in recent years, Canada was in 1916 the largest customer for the sugar and molasses of the colony. The following table shows the countries to which these two products were shipped:—

Countries.	Sugar.		Molasses.	
	Tons.	£	Gallons.	£
United Kingdom.	9,226	179,907	785,278	31,703
Canada.	42,344½	843,178	6,312,282	360,720
Bermuda.	121	2,360	1,215	70
British West Indies.	457	8,925	1,791	67
Newfoundland.	4014	797	1,453,768	76,129
Dutch West Indies.	18	351	224	13
United States.	3,249½	64,990	1,259,260	71,755
British Guiana. . . . .	.....	.....	2,197	117
Total.	55,45614	1,100,508	9,816,015	540,574

Minor Exports and Transit Trade.

There was some increase shown in minor exports and also in goods re-exported. Noticeable among the latter is coal, which was supplied to ships to the value of £205,573, an increase of £76,910 over the previous year, though fewer steamships called at the port than in 1915. Large quantities of salted and pickled fish were re-exported, exceeding 1915 in value by £24,714. Flour and rice were largely re-exported, the flour valuing £9,572. There was also a large export of manure, valuing £25,528, chiefly sulphate of ammonia. Common soap and lumber were exported to the value of £12,162 and £14,347, respectively, which were in both instances much above the usual. Among the minor exports of local produce the following might be mentioned:—

	1915.	1916.
Animals and birds..	£ 387	£ 388
Bread and crackers..	6,648	6,335
Cotton seed meal..	1,769	696
Cotton waste..	145	88
Tamarinds..	684	1,636
Arrowroot, etc..	1,149	256
Hides and skins..	4,214	6,240
Lime, building and temper..	1,773	1,457
Limestone..	314	306
Manjak..	1,088	1,097
Oil, edible..	316	491
Oleomargarine..	1,913	140
Vegetables, fresh..	8,959	7,415
Wood, manufactured..	858	634
Others..	439	701
Total..	£30,656	£27,880

Total Trade with Principal Countries.

There was some increase in total trade with all the countries given in the list below. With the United Kingdom there was an increase in both imports and exports, a much larger quantity of sugar and rum going to that country. The exports to Canada were nearly double in value, and the imports from that country show a considerable increase. The United States took a larger value in sugar than in other years, but a more noticeable fact is the large increased import from that country. The following table shows the total trade:—

Countries—	Imports.	Exports.	Total Trade.
United Kingdom..	£596,920	£ 232,280	£ 829,200
Canada..	320,011	1,207,854	1,527,865
Newfoundland..	53,131	76,929	130,060
British West Indies..	62,191	219,883	282,074
United States..	624,410	149,277	773,687

SOUTH AFRICAN MARKET FOR CORN SHELLING MACHINERY AND CRUDE OIL ENGINES.

Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, in a recent report, says:—

CORN SHELLING MACHINERY.

“The growing of corn is one of South Africa’s biggest agricultural industries and the corn shelling is usually done under contract with some machine costing f.o.b. manufacturer’s nearest port, from one thousand dollars up.

“If some Canadian firms are prepared to make a power corn sheller, handling say 100 bushels an hour, capable of operation by an engine not exceeding 8-brake horse-power, at a cost of about five hundred dollars, there is a big business at hand. One agent here is prepared to guarantee a sale of two hundred machines the first year.

CRUDE OIL ENGINES.

“In connection with farm power machinery, there is a demand to meet local conditions for crude oil engines. The engine required is one which ignites by high compression, thus doing away with magnetos, batteries, lamps or other outside aids. The engine must be so constructed that if taken down for cleaning, a perfect joint and packing of cylinder head can be done by the average farm hand. For an engine of this kind, an agency can be placed at once which will guarantee a stated annual sale.”

REFRIGERATORS IN NEW ZEALAND.

The following notes and illustrations regarding refrigerators in use in New Zealand have been sent in by Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, New Zealand.

HOUSE REFRIGERATORS.

Illustration No. 1 is finished in imitation golden oak grained. Ice capacity, 40 pounds; weight, 130 pounds.

MEASUREMENTS.

	Width.	Depth.	Height.
Outside	Inches 24	16 $\frac{3}{4}$	41
Ice chamber	“ 17 $\frac{1}{2}$	10 $\frac{1}{2}$	9 $\frac{1}{4}$
Provision chamber	“ 18 $\frac{5}{8}$	11 $\frac{1}{2}$	16 $\frac{1}{4}$

White enamelled lined, with porcelain lined water coolers, cupstands and faucets. Cost f.o.b. New York, \$28.80, less 55 per cent and 5 per cent.

New Zealand returns do not give particulars of the number of refrigerators entering the country, but most houses are supplied with them, and the illustrations given will show the kind in general use. At present the trade is supplied from the United States, but any advantage in price—assuming the goods to be equal to those now imported—would command the business.

Illustration No. 2 represents a refrigerator finished in imitation golden oak grained, white enamelled lined provision chambers.

MEASUREMENTS.			
	Width.	Depth.	Height.
Outside	32	21	49
Ice chamber	24	14	11½
Provision chamber	26½	14¾	22

The ice capacity of above is 115 pounds, and weight 240 pounds. Price f.o.b. New York is \$45.95, less 55 per cent and 5 per cent.

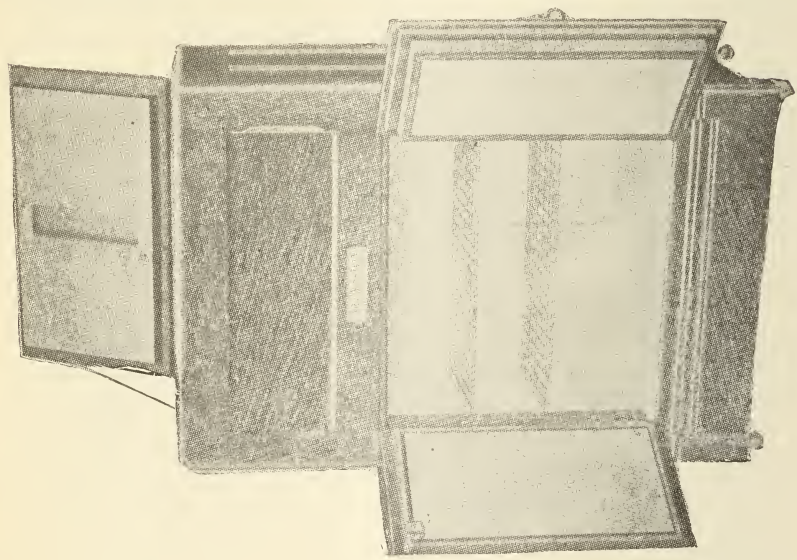


Illustration No. 2.

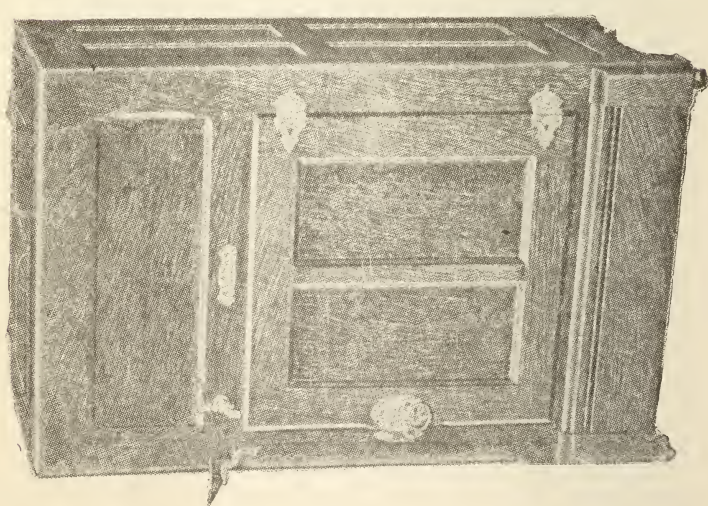


Illustration No. 1.

THE SHORTAGE OF EGG BOXES IN SOUTH AFRICA.

THE PREDICAMENT OF SOUTH AFRICAN PACKERS.

(The British and South African Export Gazette.)

Owing to the acute European shortage for the past two years, South Africa has been doing its utmost to develop an export trade in eggs, a new industry which, like that of potatoes and maize meal, owes its inception entirely to the enterprise of Mr. I. Gundle. This enterprising importer of South African produce has always taken a keen interest in fostering any colonial industry that is calculated to be of service to the Home country in times like the present, and in view, therefore, of next season's anticipated great trade, it is all the more regrettable that the difficulty of obtaining a sufficiency of boxes for the transit of the eggs from producers to the packers threatens to become accentuated. A wooden box of local manufacture is made to contain 12 dozen eggs, and is lined with felt throughout. Although its cost is high, viz., 21s., it is largely used. Another box, of English manufacture, also in considerable demand, having cardboard divisions and felt lining, holds 25 dozen and costs 25s. Assuming that it is equally reliable for long-distance travelling, it ought to easily out-distance the South African egg box for the purposes of the export packing trade.

Have the Irish-Canadian Boxes Been Tried?

Colonial importers, however, are growing apprehensive as to the ability of the English makers to continue to ship supplies. Cardboard boxes, which chiefly come from England, cost anything from 1d. to 9d. each, according to strength and quality, and under war conditions these prices are rapidly increasing, and may soon be unobtainable owing to the great scarcity of strawboards. This scarcity of suitable boxes leads us to inquire whether trial has been made in South Africa of the egg cases supplied by a Dublin firm who specialize in this class of goods. These cases, which hold 30 dozen, are made in the Canadian style, being fitted with pulp fillers, not straw, and cost, we believe, very little more than locally-made boxes holding only 12 dozen. They are largely used throughout Great Britain, and would seem to be especially suitable to the long distance travelling in South Africa. If, however, it should become impossible to supply these or other boxes from Great Britain, South African poultry farmers will have to rely entirely upon locally-made boxes, although, as we are advised, wood for this purpose is now at a heavy premium and difficult to obtain. As we in England require eggs in greater quantities than ever during the coming winter, it is to be hoped that some local wood will be found as a suitable substitute for imported shooks, and thus enable producers to send packers an unlimited supply of eggs for the English market at a time when they will command a very high price.

REQUIREMENTS OF SIBERIAN RAILWAYS.

Mr. L. D. Wilgress, Canadian Trade Commissioner, Omsk, Siberia, has sent in the following information regarding articles needed by various railways in Siberia:—

Orders for supplies required by the Siberian railways are partly given out by the central railway administration at Petrograd in the case of rolling stock, etc., and partly by the local administrations of the various Government operated systems in the case of the smaller articles required. In order that Canadian firms may be able to cater to this latter business, it would appear necessary that they appoint agents covering each of the centres from which the various systems are administered.

The railways of Siberia are divided into several systems, each of which is operated from headquarters located at some important point. The following is a list giving the various systems already in operation, the location of headquarters and the approximate mileage of each:—

SIBERIAN RAILWAY SYSTEMS.

Name of System.	Location of Headquarters.	Approximate Mileage.
Omsk.	Omsk.	1,700
Kulundin.	Omsk.	200
Altai.	Barnaul.	500
Tomsk.	Tomsk.	1,212
Kolchugino (private).	Kolchugino.	124
Trans-Baikal.	Chita.	1,134
Amur.	Alexeievsk.	1,128
Chinese Eastern.	Harbin.	1,079
Ussurisk.	Khabarovsk.	606
Total.		7,683

LIST OF TOOLS REQUIRED.

The following list of the principal tools included in the statement of requirements of the Omsk railway administration should give Canadian firms some indication as to the quantity of tools and other articles required each year by the various railway systems of Siberia:—

	Number Required.
Spiral drills—English—diam. from $\frac{1}{8}$ " to $1\frac{1}{8}$ ".	1,365
Chisels— $\frac{1}{4}$ " to 1".	207
Pincers 8" to 12"—carpenters.	103
Saws $\frac{3}{4}$ " to 2" for wood-cutting machines.	160
Planes—various.	598
Round saws for wood—3" to 34".	68
Ribbon saws for wood— $\frac{1}{2}$ " to 2".	585
Calibers—various.	46
Files—6" to 22".	1,141
Pincers for gas pipes— $\frac{1}{8}$ " to 8".	90
Wrenches— $\frac{1}{2}$ " to 16".	596
Bits.	175
Stocks— $\frac{5}{8}$ " to 2".	413
Hammers—various.	73
Pliers—4" to 9".	203
Reamers— $\frac{3}{8}$ " to 1".	157
Rasps—14" to 20".	1,270
Vices—1" to 8".	48

In addition to the above a number of clamps, pliers, ratchet-drills, gauges, augurs, and all other sorts of carpenters' and machinists' tools are also required.

RAPID PROGRESS OF INDUSTRY AND EXPORT TRADE OF JAPAN.

ECONOMIC CONDITIONS IN EMPIRE FAVOURABLE—CLOSEST COMMERCIAL RELATIONS ARE WITH UNITED STATES—PRESENT STATE OF THE VARIOUS INDUSTRIES—INQUIRY WHETHER

IMPORTS FROM UNITED STATES ARE NOT HIGH-PRICED.

(By REN NAKASHOJI, Minister of Agriculture and Commerce of Japan.)

(*Evening Post Second Japanese Supplement.*)

The industry of the Japanese Empire has made a remarkable progress in recent times. Production at home increased enormously, foreign trade became prosperous day by day; especially after the commencement of the European war there was a striking advance made in the direction. Economic conditions in Japan are indeed

very favourable. The nation which has the closest trade relations with Japan is the United States. In the value of both exports and imports into Japan, there is no country that surpasses the United States.

First as to imports, the amount brought to our country from the United States is about 27 per cent of the entire amount of our imports, as a general rule. Cotton, iron, machinery, kerosene, iron nails, paper, pulp as material for paper manufacture, leather, etc., are the important items of imports. From the point of view of export the entire amount of articles bought by the United States from Japan is about 340,000,000 yen*, which is a little over 30 per cent of the entire amount of export of Japan, as shown in the following table (values given in yen):—

*Yen = 50 cents approximately.

	1916.	1915.	1914.
Total export.. . . .	1,127,468,118	708,306,997	591,101,461
Total import	756,427,910	532,449,938	595,735,725
Total altogether	1,883,896,028	1,240,756,935	1,186,837,186
Excess of export	371,040,208	175,857,059	.....
Excess of import . . . . .	.....	.....	4,634,264

The exports and imports for 1916, by countries, were as follows:—

Name of country.	1916.	
	Export.	Import.
United States.. . . .	340,228,767	204,078,950
China	192,712,616	108,638,636
Russia, including Russian Asia.. . . .	151,114,074	2,878,539
England	102,657,565	81,732,097
British India	71,617,454	179,464,593
France	64,006,603	4,467,653
Kwantung.. . . .	37,059,910	33,953,897
Australia	27,776,059	43,332,638
British Strait Settlements	18,458,874	10,737,181
Dutch E. Indies	19,418,547	14,228,028
Philippines	11,490,573	9,466,350

Trade relations between our country and the United States have had a very long history; that is, from the beginning of the opening of our ports to foreign trade; and they are far more advanced in point of intimacy than those with any other country. The trade with the United States increases year by year in a very favourable manner. In every single year the United States has occupied the foremost position as customer for our trade. The following table will show how steadily our exports to America developed within ten years past.

Table showing a comparison between Japan's entire amount of export and the entire amount of export to the United States, within recent ten years (in yen):—

Year.	Entire amount of Japan's export.	Entire amount of export to America.	Per- cent- age.
1916	1,127,468,118	340,228,767	30.1
1914.. . . .	591,101,461	196,539,008	33.2
1913	632,460,213	184,473,382	29.1
1912	526,981,842	168,708,896	32.0
1911	447,433,888	142,727,642	31.9
1910	458,428,996	143,702,249	31.3
1909	413,112,511	131,547,139	31.8
1908	378,245,673	121,996,586	33.2
1907	432,412,873	131,101,015	30.3

Thus, the trade of Japan with the United States always maintained proportionate increase with the entire amount of foreign trade of the Empire. That the trade is steadily increasing is due to the comparatively good facilities of communication between the two nations, and also to the fact that the two nations understand each other well. In other words, both materially and morally the relationship is based upon a very firm foundation. I show in table I the important articles of export to the United States. I shall also explain briefly the condition of production and at the same time give a general description of the manufacturing industry of the Empire.

THE SILK INDUSTRY.

Raw silk and its manufactures are the principal articles of export of the Empire. They occupy about 38 per cent of the entire amount of export. Silk-raising is conducted chiefly as a side-work by the farmers in their homes. There is no part in Japan which does not suit it. But the homes of the farmers which are really conducting silk-raising industry, according to a recent statistical investigation, are 26 to 27 per cent of the entire number of farmers' homes. That means that, according as the demand for silk increases, the supply can be increased considerably more.

The following table will show the total quantity of silk cocoons raised in the country:—

Year.	Koku. Quantity.
1906..	2,970,727
1907..	3,456,967
1908..	3,530,168
1909..	3,629,867
1910..	3,900,962
1911..	4,235,290
1912..	4,452,307
1913..	4,591,548
1914..	4,412,239
1915..	4,647,428
1916..	5,708,463

A koku is 4'9629 bushels.

Table II shows the trend of increase of production. Statistics of the raw silk and waste silk produced out of these cocoons are given.

The products of silk are consumed in Japan as luxuries. But a large quantity is exported abroad. The amount of export from Japan exceeds those of France and Italy. The quality excels that of Chinese raw silk. Japanese raw silk has won a name in every market in the world. I show in tables III, IV and V a few statistics concerning manufacture, export, and spinning of raw silk, and make it clear that the United States is a large customer of Japan.

TEXTILE INDUSTRY.

The spinning industry began to develop in Japan about thirty years ago. At present, the spinning of silk thread, with abundant raw material to be got at home; hemp-spinning, for which there is to be found a certain quantity of raw material at home, and the wool-spinning, for which raw material is obtained altogether from abroad, have been developed considerably, so that they hold a proper position among the manufacturing industries of the country. But the most important one is the industry of cotton spinning. Japan produces practically nothing of flower cotton. She imports it altogether from abroad. But the development of this industry has been at an extraordinary rapidity since twenty years ago. At the end of 1916 the number of cotton-spinning mills was 161, with more than 2,870,000 spindles. The products of these mills are principally sold to meet the demand at home. But a certain surplus quantity of them is exported to China, Hong Kong, India, and other countries; the amount of export of these products is 77,000,000 yen. The flower cotton, which is the raw material for them, is imported from India, the United States, Egypt, China, etc., valued at 220,000,000 yen or more annually.

COTTON TEXTILES.

Cotton textile production, according to the statistics of 1915, is 182,000,000 yen or more. The products consumed at home are woven on a small scale; the export articles are made mostly in the textile factories attached to the cotton-spinning mills. The amount of annual export is about 60,000,000 yen. Calico, sheetings, cotton crepe, cotton flannel, and other cotton manufactures are chiefly exported to China and South Sea Islands.

The silk fabric industry produces habutae as the chief article of export. There are manufactured also satin, amber, crepe, lustring, silk gauze, etc. All these are manufactured in large factories by machinery. The annual amount of export is from 40,000,000 to 50,000,000 yen.

Woollen fabric and hemp fabric industries supply a larger half of the demand at home. A portion is exported to Oriental countries. At the same time, not a small amount is imported from abroad. This is due partly to the relation of the industry to raw materials. But Japan is not without defects in point of artisanship. Since the commencement of the European war, however, the Japanese manufacturers of these goods have begun to produce excellent articles for the home supply.

The knitted goods industry has not been conducted on a large scale so far. But recently demand has developed in China, India, and other Oriental and South Sea countries. Not only that, but everywhere in the world Japanese articles are in demand. Consequently, factories have been newly built or extended for the industry.

MACHINE INDUSTRY.

In the making of machinery Japan is far behind Europe and America. But it is improving every year. Especially after the outbreak of the war, owing to the shortage of bottoms and decrease of importation of foreign articles, the general iron industry, particularly ship-building, manufacture of machinery, etc., became very prosperous. The statistical figures to show the condition of this industry are as follows:—

Number of factories at the end of 1915 having ten or more hands working, about 1,180.

Number of hands, about 98,000.

Amount of production (1915) about 205,500,000 yen.

Of this production the chief divisions were:—

	Yen.
Ships and carriages, about.. . . .	74,500,000
Machinery and tools, about.. . . .	60,700,000
Metal materials, about.. . . .	69,000,000
Miscellaneous, about.. . . .	1,300,000

Of the factories mentioned in the foregoing table those which are managed under company organizations are about 230, with paid-up capital of about 90,000,000 yen. The Japanese machine factories, except those for shipbuilding and railway-carriage construction, are not conducted on a large scale. Of the 1,180 factories mentioned, those which employ 100 or more hands are only 100 or thereabout in number. In general, factories for manufacture of machinery, those for electric machinery and their materials, are conducted on a large scale. Of the production of 1915, as mentioned in the foregoing table, the following are the principal items:—

	Yen.
Ships, about.. . . .	66,000,000
Carriages, about.. . . .	8,000,000
Electric machinery, about.. . . .	11,000,000
Motor machinery, mining machinery, machinery for manufacturing, weights and measures, about.. . . .	15,000,000
Insulated wires, about.. . . .	14,000,000
Iron materials (including pipes and nails), about.. . . .	21,000,000
Copper and brass materials, about.. . . .	28,000,000

The machine industry has improved gradually in these recent years. But various kinds of motor, spinning, and other machinery for manufacturing purposes are almost altogether imported from abroad. As for iron materials, a greater portion of them employed in Japan are imported articles. Even now Japan is importing 80 or 90 million yen worth of them.

MANUFACTURE OF MATCHES.

The industry of manufacturing matches has at present 190 factories, employing more than 20,000 hands, whose amount of production exceeds 22,000,000 yen. Of this amount, 15,000,000 yen is exported abroad. The materials for matches, potassium, chloride and phosphorous, have been altogether imported up to a few years ago. But at present a greater part of them are manufactured at home. As for other materials, domestic products are employed virtually exclusively.

PAPER MANUFACTURING.

Paper manufacturing in Japan is of two kinds, namely, Japanese paper and foreign paper manufacturing. The foreign paper is manufactured under large factory systems. The annual amount of this kind of paper manufactured reaches to more than 30,000,000 yen. Exports of this paper have reached to 9,700,000 yen. Of the pulp for foreign paper manufacturing, about one-half of it is imported from abroad. Recently, however, the pulp-raising industry in Hakkaido and Saghalien, or Karafuto, has been greatly extended, so that at the present a foreign supply is very little needed.

CHINA AND PORCELAIN.

China and porcelain manufacturing has a long history in Japan. As peculiarly Japanese products, the Japanese wares have their specially good points. In recent years new taste and artistic improvements have been added, and the amount of production has also increased considerably. According to the statistics of 1915, the amount of production was about 18,000,000 yen, and exports were about 7,000,000 yen. These articles are demanded everywhere in the world, but the United States is the foremost customer. In practical table wares and other daily necessary things, the Japanese articles are competing with those of Germany and France and are gradually gaining in point of popularity. The earth which is the material for china wares abounds in Japan and Korea, so that there is plenty of room for further development of the industry in future.

JAPANESE HANDWORK.

Besides the foregoing industries, there are, as large-scale industries, the sugar refining, leather tanning, fertilizer, woodwork, oil and fat, industrial chemical manufacturing, cement, soap, glass, and other chemical industries. But as the Japanese are especially skilful in hand-work, even if machinery is applied, the products of hand-work are very large in amount. Quite a large amount of hand-work is exported abroad. For instance, straw braids for hat manufacturing, with wheat straw, light wood, hemp, etc., as materials, are produced as a side industry with the hands. Exports of this article alone reach to 16 or 17 million yen a year. As for toys, there are those made of celluloid manufactured under the factory system, yet the greater portion of toys are made by hand. Their export amounts to 10,000,000 yen or more. There are bamboo articles, tooth brushes, buttons, lacquer works, hats, table-cloth, paper-made articles, and many other hand-made goods manufactured, which are well-nigh innumerable.

The foregoing various products of industry fill the domestic demand, and also a large amount of them are exported abroad. But omitting detailed figures, I shall give below a table of figures of importing articles exported to America, to close this chapter:—

Name of article and total amount exported in 1915:—

	Yen.
Silk goods..	43,219,447
Japanese mats..	2,280,811
Canned goods..	3,643,618
Straw braids..	14,131,517
Brushes..	3,872,021
Hats..	3,308,485
Buttons..	4,008,388
Toys..	4,533,486
Rice..	9,676,969
Copper..	44,264,301
Silk handkerchiefs..	2,732,818
Table-cloth	1,928,506

EVOLUTION IN INDUSTRY.

The industry of Japan, up to the period of the restoration, was conducted almost altogether by hand, the power of machinery having been rarely applied. But with the introduction of European and American civilizations, Japan realized the greatness of machinery and its economical practicability. So Japan imitated. Some of the manufacturing systems were changed fundamentally into machine industries. Others were partially changed by applying machinery to parts to assist hand-work. There are also industries which had not existed in Japan before, but were transplanted from abroad with the introduction of machinery. The two following paragraphs give examples of the change from hand-work into machine-made industries.

In Japan, in taking raw silk from cocoons the work had been done by the use of the simple instrument called zakuri. It was altogether a hand-work instrument. But with the development of export of raw silk, complicated machinery has been invented and made. Factories with such machinery have increased. The machine-made raw silk has the tendency of increasing.

Spinning of cotton yarn in Japan was done altogether by hand in the past. In 1863, however, spinning machinery was imported from England into Kagoshima, where foreign-style spinning was begun. Ever since then, foreign-style spinning has rapidly developed, so that, whereas up to 1892 hand-work spinning was still done, after that year it was altogether stamped out of existence, giving place to the machine-spinning.

REFINING OF SUGAR.

The refining of sugar had been conducted before by a very primitive hand-work process. But with the increase of consumption of sugar, refining companies with large aggregations of capital have come to be established. To-day, the sugar-refining industry in Japan has reached to the stage of an industry with large-scale factories. In only a section of Japan is to be found the remnants of the old system of hand-work refining.

Up to 1890 the textile industry in Japan has been conducted by hand instruments. But with the introduction of power machines, the industry was gradually taken over by machines. In 1906, there were 716,000 hand instruments in operation, whereas there were 20,600 power machines. In 1915, hand instruments in operation numbered 543,799, whereas power machines numbered 136,731. Within ten years, power machines increased by 500 per cent, whereas hand instruments decreased by 25 per cent. Power machines are all the more taking the place of hand instruments.

Besides, processes of making by machinery fishing nets, ropes, needles, etc., have been developed a great deal in recent years, so that, except the farmers and fishermen who make their tools by hand as their side-work, the industry of making these things has been absorbed by machines.

As I have briefly stated before in describing the present state of manufacturing in Japan, there are many important industries which are looking to foreign countries

for raw materials. In the first place, flower cotton is produced in Japan annually to the quantity of about 800,000 kwan (kwan is 8.28 pounds). But this cannot be used as raw material for spinning because of its quality. Consequently, flower cotton to use as material for manufacture of cotton yarn and cotton fabrics is imported from abroad. In 1916, 8,660,000 piculs of flower cotton were imported. The Indian product is mostly used, followed in order by American, Chinese, and Egyptian products. As finer yarn increases in demand in Japan, the demand for American cotton will increase. In 1916, American cotton imported amounted to 79,000,000 yen.

In the second place, of iron and other minerals many things are lacking in Japan. The demand for iron and steel at home is at present about 1,000,000 tons. Of this, 60 or 70 per cent is imported from abroad. From America is imported iron bars, poles, rails, plates, pipes, etc. Very little pig-iron is imported. But the demand for pig-iron in Japan has increased enormously, and it is filled by importation from China, India, England, etc. But Japan is still feeling the lack of it. We welcome importation of it from America. We also wish that lead, aluminium, nickel, etc., be imported from America.

In the third place, shipbuilding wood materials and long lumbers for building of houses are not produced in Japan, so that she is importing annually one million and several hundred thousand yen to two million yen worth of them. Of them nearly one-half should be imported from America.

There are, besides, wool, hemp, pig's hair for brushes, lacquer, etc., which are imported from abroad. Japan cannot expect to import them from America. But we may place our orders in America in future for crude oil used as raw material for chemical industry, paraffin, tannine, pine tar, acetic acid lime, formalin, etc.

In short, there are not a few things which we may import from America as raw materials for various industries of the Empire. We have one inquiry to make in this connection. It is not regarding the quality of the goods, but regarding the prices. Are not the American goods rather high-priced?

FUTURE AMERICAN TRADE.

I have already remarked the normal and steady development in the past of the Japanese-American trade. What will be the future? Looking at the list of our goods exported, we find tea, camphor, copper, Japanese mats, sulphur, lacquer works, toys, china and porcelain works, straw braids, brushes, canned goods, rice, etc., which are special products of Japan, or raw materials or foodstuffs. They are articles of daily necessity. There is no reason why the demand for these articles should decrease in America. At the same time, the manufacturing industry in Japan is progressing steadily and making improvements in order to suit the taste of the Americans, so that there is no need to worry about the future of export trade of Japan.

What we import from America are flower cotton, machinery, iron materials, mineral oils, tanned leather, fat and oil, lumber, etc., which are raw materials not produced in Japan. They are necessary materials for Japan's industries. We shall have to depend upon America for the supply of them. Especially, as America has immeasurable resources, great expectations may be had of the future development of that country. So our import trade will be hopeful in future. Moreover, as the Panama canal was recently opened to traffic, the communications with cotton-producing South of America and machine-producing Eastern States have become very facile. The centres of Japan and America have been made closer. So in future intercourse will become more and more frequent.

The United States was the country that introduced Japan to the world. The relationship between the two nations continued to be especially close in the past. In the present world war the United States has at last declared war as one of the members of the Entente Powers against their common enemy. The interests of the two nations will become common all the more in the future. Accordingly, we earnestly hope that efforts be made to bring about political and economic co-operation between the two nations.

TABLE I.

Statistical Table showing Important Export Articles to the United States (Values in Yen).

Name of article.	1916.	1915.	1914.	1913.	1912.
Rice.....	2,122,283	2,803,097	1,548,658	1,400,062	1,222,287
Tea.....	13,308,641	13,183,816	11,075,553	1,847,732	11,909,134
Japanese isinglass.....	379,182	166,261	216,067	123,304	127,899
Sake.....	333,660	314,908	499,385	499,734	493,641
Canned crabs.....	1,850,573	952,577	942,612	1,224,277	838,606
Waste silk.....	2,572,371	1,476,809	586,752	1,002,875	653,010
Coal.....	110,719	63,092	632,683	1,110,712	371,802
Lumber.....	17,674	765,348	874,802	1,214,022	1,034,620
Sulphur.....	1,200,009	969,049	735,136	847,129	855,250
Camphor.....	3,124,999	890,439	696,182	434,158	389,986
Peppermint.....	812,220	936,276	625,407	479,326	303,740
Raw silk.....	224,092,974	127,349,115	134,799,529	125,909,003	114,947,673
Copper.....	3,054,289	5,382,701	2,902,835	3,304,087	3,823,190
Straw braid for hats.....	7,869,734	7,052,001	7,111,223	6,768,594	5,839,675
Habutae.....	12,793,932	8,371,971	6,795,838	5,007,408	3,224,102
Cotton fabrics.....	1,428,262	311,865	233,719	316,680	216,253
Silk handkerchief.....	1,653,331	651,463	663,871	739,993	696,342
Table-cloth.....	1,911,669	1,317,634	1,224,537	697,875	1,452,923
Hats.....	4,385,971	1,986,129	3,089,418	3,715,903	1,615,871
Buttons.....	1,641,770	470,832	376,021	113,295	56,862
China and porcelain.....	4,166,735	2,910,145	3,144,748	3,129,701	1,586,340
Japanese mats.....	1,698,328	1,317,614	1,863,404	2,925,730	2,787,440
Lacquer works.....	326,064	153,345	170,104	155,007	119,821
Toys.....	2,430,016	1,100,709	1,034,027	828,869	725,421

TABLE II.

Raw Silk and Waste Silk Produced.

Year.	Raw silk.		Waste silk.		Total.	
	Quantity (kwan)	Price (yen)	Quantity (kwan)	Price (yen)	Quantity (kwan)	Price (yen)
1906.....	2,190,332	136,828,077	727,177	4,636,223	2,917,509	141,464,300
1907.....	2,452,974	154,915,266	774,980	4,925,510	3,227,954	159,840,776
1908.....	2,711,471	144,427,032	801,491	4,235,638	3,512,965	148,662,670
1909.....	2,902,256	143,703,342	873,456	4,333,017	3,775,712	147,936,359
1910.....	3,174,475	163,540,126	973,335	5,275,923	4,147,810	168,816,049
1911.....	3,414,640	172,426,771	1,040,285	5,577,126	4,454,925	178,003,897
1912.....	3,644,855	185,224,161	1,083,686	6,397,175	4,728,641	191,621,336
1913.....	3,741,025	199,501,979	1,100,513	7,046,277	4,841,538	206,548,256
1914.....	3,755,886	176,111,686	1,112,880	7,484,062	4,868,766	183,595,748
1915.....	4,045,841	211,438,537	1,414,455	6,307,552	5,460,296	217,746,089

(1 kwan is 8.281 pounds).

TABLE III.

Quantities of Raw Silk Exported Every Year and its Value. (Bales Estimated in Terms of Kin.)

Year.	Quantity of raw silk exported.		Total amt. exported.	Raw silk. Export price. average Per 100 kin.
	Bales.	Kin.	Value in yen.	
1906.....	184,597	10,394,693	110,442,800	1,063 yen
1907.....	166,300	9,354,361	116,888,627	1,250 yen
1908.....	204,832	11,521,795	108,609,052	942 yen
1909.....	244,797	13,469,406	124,243,139	902 yen
1910.....	263,932	14,846,175	130,832,940	881 yen
1911.....	256,796	14,456,047	128,875,094	892 yen
1912.....	304,046	17,102,574	150,321,198	879 yen
1913.....	357,596	20,228,616	188,916,892	934 yen
1914.....	304,867	17,148,753	161,797,411	943 yen
1915.....	316,697	17,814,174	152,030,518	853 yen

(1 kin is 1.325 pounds.)

TABLE IV.

Amount of Raw Silk Exported According to Countries (Machine, Hand, etc., included).

Country.	1910.	1911.	1912.	1913.	1914.	1915.
England.....	279,926	345,774	116,482	674,926	926,731	805,247
France.....	21,527,817	20,668,004	18,016,877	32,128,906	15,467,669	20,400,706
Germany.....		21,653				
Italy.....	12,752,549	14,530,255	14,193,715	24,810,744	8,466,076	211,041
Russia.....	1,688,345	2,454,598	2,390,403	4,415,247	1,458,937	3,171,752
United States.....	92,376,037	79,888,757	114,947,673	125,909,003	134,799,529	127,349,115
Canada.....	250,951	378,683	181,440	558,069	203,783	
Switzerland.....			472,439	282,226		
Other lands.....	1,957,315	587,390	2,169	137,771	475,046	92,657
Total.....	113,832,940	128,875,094	150,321,198	188,916,891	161,797,411	152,030,518

TABLE V.

Amount of Export of Silk Spun for Weaving Fabrics and other Silk Manufactures (Value in Yen).

Year.	Silk thread for weaving.	Silk hand- kerchief.	Silk cloth.	Silk under- wear.	Silk shawl.	Silk nit'gown.	Kimono.	Total.
1906.....	14,446	5,622,038	390,176	107,040	188,661	509,216		6,831,577
1907.....	99,419	5,295,780	215,978	118,556	125,348	540,693		6,305,774
1908.....	431,211	3,905,593	152,333	53,539	90,122	398,568		5,031,365
1909.....	660,661	3,816,104	159,562	40,327	149,342	477,516		5,303,912
1910.....	983,787	4,861,779	168,199	56,080	205,392	755,134		7,030,371
1911.....	1,160,783	4,362,017	195,455	127,364	333,937	708,492		6,889,048
1912.....	1,371,592	4,711,966	182,684	160,622	387,636	896,182		7,710,682
1913.....	2,222,710	5,001,389	232,300	186,545	184,590	592,074		8,718,608
1914.....	2,338,791	2,369,949	253,357	151,549	173,787	667,949	634,612	6,589,994
1915.....	2,151,553	2,732,818	139,904	87,622	110,891	722,586	663,341	6,668,715

AUSTRALIAN COMMONWEALTH INCOME TAX ON OVERSEA FIRMS.

Particulars regarding the Australian income tax on absentee firms doing business in Australia were published in *Weekly Bulletins* Nos. 625, 660 and 685. Below is submitted a statement sent in to the British Board of Trade by H.M. Trade Commissioner, Mr. G. T. Milne, regarding an important ruling in connection with the repeal of section 15 of the Australian Income Tax Act.

"Section 15 of the Income Tax Assessment Act, 1915, which dealt with the taxation of absentee principals through their Australian selling agents on 5 per cent of the sales made, has been repealed as for the year ended June 30, 1916, and subsequent years. There are, however, many absentee traders who, notwithstanding the repeal of section 15, are still taxable under the Federal Law. If an absentee maintains a branch business in Australia which carries a stock, the principal is taxable on the profits from that business. Where there is not a branch office but only a selling agent, in Australia, three questions are considered in determining whether the profits are liable to Federal tax, viz.:—

- "1. Whether the contract of sale is made in Australia.
- "2. Whether delivery of the goods is made in Australia.
- "3. Whether payment is made in Australia.

"The contract of sale is made (i.e., completed) where it is accepted. If it is accepted by the Australian agent the contract is made in Australia. The place of delivery can be decided by ascertaining where the goods were when the property in

them passed to the purchaser. If they are shipped from the country of export at purchaser's risk, then delivery is made in the foreign country; if at the vendor's risk, delivery is made in Australia. Where any two of the three operations take place in the Commonwealth, a trade is exercised in Australia, and the profits therefrom are taxable. Agents should in all cases satisfy themselves as to their responsibility, if any, by communicating with the Taxation Department, Melbourne."

In forwarding this ruling, Mr. Milne states that, while it may be comparatively easy to determine whether or not a contract of sale is made in Australia, he thinks it probable that the questions of delivery and payment are likely to give rise to a good deal of difficulty. When section 15 of the Act was repealed, it was probably not appreciated generally that the Commissioner of Taxation still had power to tax oversea principals through their agents in Australia.

The decision of the Taxation Department upon which the above opinion of the Income Tax Commissioner rests has been embodied in Order No. 351, the text of which is as follows:—

INCOME TAX.

Absentee selling goods in Australia.

Residents selling goods beyond Australia.

With regard to the general question whether an absentee is carrying on a trade or business in Australia, the Commonwealth practice will follow, to some extent, decisions given in the English courts respecting the liability to British income tax of foreigners whose goods are sold in the United Kingdom.

In *Grainger v. Gouch*, Lord Davey said:—

"The foreign merchant exercises his trade where he makes his sales, and the profits come home to him,"

Lord Watson said—

"No merchant exercises a trade beyond the limits of his own country so long as all contracts and deliveries are made within these limits." "The question of whether money is paid in England or not is not necessary to be decided in this case." (Lord Esher in *Werle v. Colquhoun*.) "If it is, it is a strong circumstance, but it is not necessary to this fact, that a trade is carried on in England."

The three points to be decided are:—

- (a) Place of contract, i.e., location of the person who *accepts* the contract.
- (b) Place of delivery, i.e., location of the goods when the seller lost all right to the goods. If they are shipped at the purchaser's risk, the seller loses his right when the goods are placed on board ship.
- (c) Place of payment, i.e., whether made to the agent in the country of delivery or to the principal abroad.

It is not necessary, according to the judgments given, that all the three conditions mentioned should arise in Australia before a trade or business can be said to be carried on here.

Where an absentee maintains a branch office in Australia and sells goods from stock kept in Australia, there is no doubt as to the liability to tax on the profits of the business so carried on.

Where the contract of sale is made in Australia and the goods are delivered in Australia, a trade or business is being carried on here by the principals.

When a foreign merchant is held to carry on a trade in the Commonwealth the whole of the profits which accrue to the articles sold therein are assessable in Australia.

In arriving at the profit, the foreign principals should debit the Australian branch office or agency with "purchases" in the Australian Trading Account at the manufactured cost.

Such taxpayers should be questioned as to the basis of valuation of "purchases" from their head offices.

As regards absentees whose agents merely take orders and have nothing to do with delivery of or payment for the goods there will be no tax assessable.

If the actual profit of such businesses is only obtainable by reference to the principal, a default assessment on the basis of 5 per cent of sales may be made subject to adjustment upon production of details showing actual profit. Where details cannot be supplied, the department must be prepared to consider an assessment on the most equitable lines possible.

With respect to persons in Australia making sales of goods to persons outside Australia, to which section 23 is not applicable, queries as follows should be made, *if exemption is claimed on the profits from the sales in question*:—

- (a) Do the agents abroad accept orders on their own authority or refer them to the Australian office for acceptance?
- (b) Are the goods shipped f.o.b. Australia at the purchaser's risk?
- (c) Where is payment received?

If either contract or delivery together with payment is made in Australia or contract and delivery are made here, a trade is exercised in Australia, and the profits should be taxed in full as Australian.

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended July 13, 1917, have been furnished by Mr. Enrique R. Margarite, S. en C., 66 San Ignacio St., Havana:

FISH IN DRUMS.

Importation—

July 11, ss. *Morro Castle*, 50 drums.

A very active demand has continued prevailing for fish in drums and as the stocks available are of no importance at all, the prices are well sustained and we can quote codfish at 10½ cents per pound, haddock at 11, and hake at 10 cents per pound.

CODFISH IN CASES.

Importation—

July 10, ss. *Esparta*, 741 cases.

The active demand which was in evidence for codfish in cases, has not fallen off. This, together with the news received from producing centers, announcing higher prices with an upward tendency, has had its effect upon the local quotation and we can quote at \$16 to \$18.50 per case, for that from United States and Canada.

HERRING.

The demand for bloaters has been quiet, but the price of \$1.60 per large remains unchanged.

GOUDA CHEESE.

The only sort available of this kind of cheese is that from United States, due to the absence of Dutch products, and we continue quoting the former at 34 to 50 cents per pound.

POTATOES.

Importation—

July 6,	ss. <i>H.M. Flager</i> ,	4,133 barrels from Key West, Fla.
" 7,	ss. <i>H.M. Flager</i> ,	1,196 barrels from Key West, Fla.
" 8,	ss. <i>H.M. Flager</i> ,	2,021 barrels from Key West, Fla.
" 9,	ss. <i>H.M. Flager</i> ,	383 barrels from Key West, Fla.
" 10,	ss. <i>H.M. Flager</i> ,	4,582 barrels from Key West, Fla.
" 10,	ss. <i>Tivives</i> ,	810 barrels from New York.
" 11,	ss. <i>Esparta</i> ,	865 barrels from Boston.
" 11,	ss. <i>Morro Castle</i> ,	1,195 barrels from New York.
" 12,	ss. <i>H.M. Flager</i> ,	567 barrels from Key West, Fla.

A very active demand has been in evidence. Notwithstanding this, holders have had to lower their prices, due to the fact that these arrivals are too heavy for the consumption it has and, on the other hand, the news from producing markets report a decline in values. We quote at 5 cents per pound for those packed in bags at \$8 per barrel.

EXCHANGES.

New York sight draft, $\frac{1}{8}$ per cent premium.

London sight draft at \$4.77 $\frac{3}{4}$ per £.

NUMBERING GROUP SHIPMENTS TO ARGENTINA.

(*Foreign Trade Bulletin of the American Express Company.*)

All shipments for Argentina consisting of more than one package should be numbered, so as to make possible immediate identification and clearance through the Argentine Customs House. Our Buenos Aires office, in recalling attention to this necessity, reports a recent American shipment consisting of 23 packages, which were not numbered. The Argentine customs officials claimed their inability to identify these particular boxes, and ruled that contents of the entire lot be inspected (*tomar contenido*) before clearance.

The expensive and vexatious "*tomar contenido*" process calls for the opening of every box in the presence of an Argentine Customs House "*vista*" or inspector, the removal, identification, weighing and recording of the contents, and then repacking, before clearance will be permitted. The matter is serious and the expense item large, in that the "*tomar contenido*" fee for small merchandise is usually five pesos (\$2.15) per box. The simple numbering of the boxes in the American shipment described would have saved an official "*tomar contenido*" bill of \$49.45, not to mention the matter of delayed delivery and increased customs despatching costs. A proper export invoice should indicate clearly five things: Marks, contents, values, gross weight and net weight (without wrappings), to be shown separately for each case, in addition to which numbers should be indicated where a shipment consists of more than one package.

CURRENT EVENTS OF INTEREST IN SOUTH AMERICA.

The following notes on commercial conditions in South America have been contributed by Mr. George Mallett, of Valparaiso, Chile, under date June 12, 1917:—

Chile.

SHORT ANALYSIS OF THE PRESIDENTIAL ADDRESS.

On the 1st of June the President of the Republic of Chile delivered his official message to the nation at the opening of Congress in which the following important matters were embodied:—

Public instruction has made great development during 1916. Fifteen higher educational schools were in operation, in which 400 professors have graduated. Primary schools to the number of 3,028 have remained open, giving instruction to 342,000 scholars. New schools have been opened to the number of 148.

The economic situation of the country is prosperous and in order to continue so the necessary economies will still be maintained.

The international commerce amounted to the substantial figures of \$736,105,572 Chilean gold, \$222,520,828 representing imports and \$513,584,744 exports, or say a balance in the nation's favour of 291 millions 63,915 pesos.

Compared with the preceding year this shows an increase of \$69,309,271 on imports and \$186,105,586 on exports.

The receipts to the national exchequer amounted to \$237,765,261.16 currency, and expenditure to \$201,425,814.49 currency.

Receipts in gold amounted to \$59,524,775.87, and expenses to \$44,679,950.39, showing a balance in our favour of \$28,339,449.67 currency, and \$14,844,825.48 gold.

The present administration took charge in 1916 with a deficit of \$56,383,143.30 currency, and \$49,227,343.12 gold.

The deficit in paper was diminished on December 31 by 9,121,911.09 paper, and \$34,383,017.94 gold.

To clear the deficit of 1917, the approval of new taxes is proposed, such as a documental stamp duty and a tobacco tax.

The budget of 1918 provides for the construction of a pier at Punta Arenas. Care has also been taken of the national defence.

Improvements are to be made in the Compulsory Military Training Law.

The Government has acquired six submarines, five of which were a present from the British Government.

A special paragraph is dedicated to irrigation works which are indispensable for the industrial and agricultural development of the country.

During the year, sixty-one kilometres of railway were turned over to the public service at a cost of \$2,214,900 gold of 18d. and \$1,592,500 currency.

Designs and specifications of the proposed new railway between Santiago and Valparaiso, via Casablanca—a work indispensable for the facilitating of traffic between the capital and the chief port of the Republic, will shortly be submitted to Congress.

NATIONAL AGRICULTURAL SOCIETY.

At a meeting of the directive council of the "Sociedad Nacioal de Agricultura," held on the 4th June, a communication was read from the Chilean Consul General

in Canada, which was accompanied by a graphic description of the area, production, quality and value of the principal products of the country, during the years 1915-16.

Special attention was drawn to the operations of the Asociacion de Molineros (Millers' Association) which has recently been formed, with a membership already of 180 mill-owners. Agriculturists were urged to combine in self-defence against this organization by joining the Sociedad Comercial de Agricultura; or any other co-operative organization, with a view to establishing rural mills.

EMPLOYERS' LIABILITY.

On June 6 the President of the Republic signed the new law of Employers' Liability for accidents to workmen on duty. The Minister of the Interior immediately dispatched a circular to governors of the provinces ordering compliance with the law.

This opens up another important field for insurance.

TARIFF CHANGES AND INTERPRETATIONS.

South Africa.

The following tariff interpretations of the Commissioner of Customs of the Union of South Africa has been forwarded by Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town.

Article.	Rate.	No. in Tariff.	Rebate (under the respective Tariff numbers) upon goods, the growth, produce, or manufacture of the U.K. or reciprocating British Colonies.
*1 Bars, trussed (iron partly manufactured, to be completed or further manufactured in the Union).....	Per £100, £3.....	117C (1) ..	The whole duty.
2 Books, toy (painting books).....	Per £100, £20.....	193 ..	3 % <i>ad valorem</i> .
3 Boot protectors ("perfection circlette" sole and heel protectors).....	Per £100, £20	193 ..	3 % <i>ad valorem</i> .
4 Camera, biofix (for taking animated photographs).....	Per £100, £20	193 ..	3 % <i>ad valorem</i> .
5 Carborundum grinding compound and grans (for sharpening tools).....	Per £100, £20	193 ..	3 % <i>ad valorem</i> .
6 Engraving machine and spares (for use by jewellers).....	Per £100, £3.....	114A ..	The whole duty.
7 "Lexel" (a soap powder).....	Per 100 lbs., 4s. 9d. or Per £100, £25	42 ..	7d. per 100 lb. or 3 % <i>ad valorem</i> , as the case may be.
8 "Matex" (as a tar).....	Per £100, £3.....	135A ..	The whole of the duty.
9 "Morrient" neutral cutting compound (for lubricating drills).....	Per £100, £20.....	193 ..	3 % <i>ad valorem</i> .
10 Paper, damp-proof wrapping, lined and unlined (waterproof paper).....	Per £100, £3.....	120 ..	The whole duty.
11 Pattern shapes (a bootmaker's appliance).....	Per £100, £3.....	114A ..	The whole duty.
12 Peptone.....	Per £100, £20	193 ..	3 % <i>ad valorem</i> .
13 Shoddy (flock).....	Per £100, £3.....	159 ..	The whole duty.
14 Tartre trisulfite (concentrated solution of sodium bisulphite).....	Per £100, £20	193 ..	3 % <i>ad valorem</i> .
15 Window holland (also used by bookbinders).....	Per £100, £20.....	193 ..	3 % <i>ad valorem</i> .

On page 328 of Tariff Book add to list of approved disinfectants:—"Rozar" disinfectant, the Volite Co., Ltd., London.

* This amends decision appearing on page 34 of the Tariff Book.

NOTES ON FOREIGN TRADE.

ELECTRICAL EQUIPMENT IN JAMAICA.

(Consul Ross Hazeltine, Port Antonio, United States Commerce Reports.)

American manufacturers furnish most of the electrical supplies and equipment used in Jamaica. There is no local manufacture of these products. The imports are grouped separately under two headings, as follows: (1) Apparatus necessary for generating, storing, conducting, converting into power or light, and measuring electricity; and (2) telegraph and telephonic wire and apparatus. The imports of both groups fall under the list of articles admitted duty free.

During 1914 the imports of the first group amounted to \$51,252 and in 1915 to \$34,021, and the second group to \$6,966 and \$6,588, respectively. The countries supplying the imports under each group follow:—

Country.	1914.	1915.
Group 1—		
United States	\$34,100	\$27,701
United Kingdom	16,943	6,302
Other countries	209	18
Total	\$51,252	\$34,021
Group 2—		
United States	\$ 4,753	\$ 3,687
United Kingdom	2,213	722
Panama* . . . . .	.....	2,179
Total	\$ 6,966	\$ 6,588

* Probably of American origin.

American Equipment Represents Large Percentage of Imports.

It is seen that the United States supplies a large percentage of the electrical equipment imported into Jamaica. This condition may be attributed to the fact that in many instances the original installations consisted of American equipment.

In this consular district embracing the parishes of Portland and St. Mary there is one electric-light plant and one telephone exchange, both located in Port Antonio and both under the same management. Both plants are relatively small, but well equipped. The Port Antonio Electric Light Company has a capacity of 190 kilowatts and furnishes electricity for lighting purposes only at the rate of 1 shilling (\$0.243) per kilowatt. There is no demand for electricity for power purposes. The Port Antonio Telephone Company has 52 instruments installed in the town. Practically all the equipment in both these plants is American.

Practically all the supplies required by the local trade are handled by the operating company. In general, the equipment is much the same as that in use in the United States, although somewhat antiquated. This applies particularly to lamps, switches, telephone instruments, etc. Electrical accessories such as irons, fans, vibrators, and cooking utensils have no sale owing to the fact that the local electric light plant operates at night only.

JAPAN'S EXPORT TRADE—A REVELATION OF THE WIDE RANGE OF DEVELOPMENT.

(British Export Gazette.)

Some conception of the enormous strides made by Japanese industry and commerce in the last two years may be gained from a comparison of the exports of manufactured goods last year and in 1914, and an indication may be thereby gained as to

the extent to which Japan has been successful in introducing her wares to the markets of the world during the war. The total shipments of all goods from Japan last year amounted to no less than yen 1,127,000,000, roughly £112,700,000, against yen 591,000,000, or £59,100,000 in 1914, an increase of over 90 per cent. Many classes of goods, however, far exceeded that very satisfactory rate of increase. Thus exports of blankets rose from 290 to 1,900 tons, or 550 per cent; hosiery underwear from 5,240,000 to 11,309,000 doz., or 111 per cent; muslin from 584,000 to 7,085,000 yards, or 1,112 per cent; woollen cloths and serges from 397,000 to 2,359,000 yards, or 600 per cent; crepe underwear from 380,102 to 836,692 doz., or 110 per cent; and silk tissues from 5,006,000 to 11,240,000 yards, or 120 per cent. Cotton tissues, though an infinitely larger trade than any of the above, showed an increase of only 50 per cent, but the shipments reached the immense volume of 495,500,000 yards, while hats made the same ratio advance on shipments amounting to 651,389 dozen.

Expansion in Miscellaneous Manufactures.

What is true of textiles is not less so in respect of other classes of goods. Sulphuric acid was shipped to 14,800,000 tons, an increase of 630 per cent; bleaching powder, 5,320,000 tons, an increase of 600 per cent; insect powder, 800 tons, or 120 per cent; lead pencils, 1,173,567,000 gross, or 1,960 per cent; ink, 454 tons, or 100 per cent; paints, 590 tons, or 202 per cent; buttons, 16,470,000 gross, or 170 per cent; bracelets, 13,365,000 dozen, or 2,360 per cent; paper, 24,000 tons, or 330 per cent; earthenware, £1,204,000, or 100 per cent; bottles, 15,693,000 dozen, or 180 per cent; brass wire and plates, 6,300 tons, or 1,080 per cent; rubber tires, 1,200 tons, or 220 per cent; 322,529 leather trunks, or 130 per cent; purses, 571,461 dozen, or 200 per cent; leather, 654,000 tons, or 100 per cent; and beer, 1,437,221,000 dozen, or 190 per cent. Many other classes of goods also showed large increases, and without going into full details, among them may be mentioned oils, pasteboard, window glass, looking glasses, insulated electric wire, brushes, hemp braid, and fertilizers.

Japanese Cotton Goods.

Japan now supplies a larger proportion of grey sheetings, twill cottons, and cotton manufactured goods to the Chinese market than any other country, but takes second place to Great Britain in white shirtings and T cloths. Taking cotton goods as a whole, China imported from the United Kingdom these specialties to £63,193,000, from Japan to £2,487,000, and from the United States to £485,000. India, the Straits Settlements, and Siam are still predominantly markets for British cotton goods, but Japan is steadily increasing her hold on a section of the trade, especially grey shirtings, and it is likely will entirely supersede the enemy interest in these countries. It is Germany, too, that will principally suffer from the growing attention which is being paid in many markets to small Japanese wares, both in hardware and fancy categories, though much will depend upon the extent to which Japan adheres to established ideas of business integrity. At present there is too much disappointment in regard to the quality of bulk shipments when compared with the anticipations raised by samples.

AMERICAN MACHINES IN RUSSIA.

(Commercial Attaché William C. Huntington, Petrograd, United States Commerce Reports.)

The following report was submitted to this office by an American mechanic as a record of his observation and experience in connection with American machines in that country. Three years of travelling and setting up machines have taken him over a large part of Russia and have put him in touch with many purchasers of American machines. The report says:—

The machines that chiefly came under my observation were steam shovels, dredges, drag lines, and excavating machinery of all kinds. I have seen also tractors, of which there are many in Russia, and several cotton mills and air compressors of American makes. In most cases the purchaser was not satisfied with his machine. Sometimes the trouble was trifling and I was able to explain and adjust it in a very short time. In other cases it was serious because purchasers had not obtained spare parts, and it was very expensive and sometimes impossible to replace them in Russia. As a rule the machine had been guaranteed to do a certain amount of work, but had fallen short in the performance because it had been operated by unskilled labour. The purchaser then thought the machine was no good. In one case I called on the agent who represented the American company and explained why the machine was not giving satisfaction. His reply was that the machine was all right when it was sold and the firm had nothing more to do with it.

Need of Demonstration and Supply of Parts—Prospective Market.

American machines are new in Russia, and you cannot expect a man who has never seen a machine work to get good results. Sometimes 15 or 20 per cent of the purchase price is held back until the machines are properly demonstrated, and in a few cases the last payment was never made because the machines did not do what they were guaranteed to do. If American manufacturers intend to introduce their machines in Russia, they should have representatives in the country who will not only sell the machines, but will go around to see how they are working and give any assistance that may be necessary. It is essential also to keep a full supply of repair parts, as it is almost impossible to duplicate some parts, and the delay in getting them is a frequent cause for dissatisfaction.

Russia offers a large field for all kinds of excavating machinery. Railroads and canals are to be extensively developed. Irrigation and drainage work is only started, and there is an immense area to be improved in this way. In all this development work machinery will be used to a much greater extent than it has been in the past, because a shortage of labour is to be expected. Now is the time to advertise American machinery in Russia, and the best advertisement is a satisfied customer.

AMERICAN CHEMICAL COMPANY TO OPERATE IN BRAZIL.

(United States Commerce Reports.)

Commercial Attaché William C. Downs reports from Rio de Janeiro, Brazil, that the American Chemical Works (inc.), with headquarters in Wilmington, Del., has been authorized by the President of Brazil to operate in the Republic. The capital of the company is said to be \$50,000, and the amount set aside for operations in Brazil, \$10,000.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending July 20, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	764,613	649,344	34,276		1,448,233
Consolidated Elevator Co.	439,091	219,310	12,331	66,293	737,025
Empire Elevator Co.	543,784	335,801	20,283	149,587	1,049,455
Ogilvie Flour Mills Co.	562,089	107,659	8,568		678,316
Western Terminal Elevator Co.	294,397	207,468	18,453	267,930	788,248
G.T. Pacific	818,001	533,680	33,089	55,409	1,440,179
Grain Growers' Grain Co.	552,431	142,415	10,625		706,471
Fort William Elevator Co.	272,705	120,092	9,543	72,629	474,969
Eastern Terminal Elevator Co.	267,413	209,517	11,012		487,942
Thunder Bay Elevator Co.	579,861	291,202	31,817	56,969	959,849
Port Arthur—					
Port Arthur Elevator Co.	1,390,100	1,340,092	106,420	82,267	2,919,179
D. Horn & Co.	145,927	116,969	19,547	46,004	328,447
Dominion Government Elevator.	1,161,522	695,363	44,211	174,754	2,075,850
Grain afloat					—
Total Terminal Elevators.....	7,792,234	4,969,912	360,175	971,842	14,094,163
Saskatoon Dom. Govt. Elevator.....	105,370	74,350	4,021	9,845	193,586
Moosejaw Dom. Govt. Elevator.....	248,776	51,531	1,962	6,057	308,326
Calgary Dom. Govt. Elevator.....	79,481	45,806	1,376	547	127,210
Vancouver Dom. Govt. Elevator.....	1,026				1,026
Total Interior Terminal Elevators..	434,653	171,687	7,359	16,449	630,148
Depot Harbour.....	66,751				66,751
Midland—					
Aberdeen Elevator Co.	84,015				84,315
Midland Elevator Co.	149,566				140,566
Tiffin, G.T.P.	80,524	681,112	82,824		844,460
Port McNicol.....	57,565	1,527,951	5,245		1,590,761
Collingwood.....		41,505			41,505
Goderich Elev. & Transit Co. Ltd.	168,461	470,919	12,538	23,642	675,560
" Western Canada Flour Mills Co.	198,036				198,036
Kingston—					
Montreal Transportation Co.	53,858	181,038			234,896
Commercial Elevator Co.	23,711	113,881			371,592
Port Colborne.....	252,467	281,128			533,595
Prescott					—
Montreal—					
Harbour Commissioners No. 1.....	1,117,758	1,724,372	144,800		2,986,930
" " No. 2.....	1,082,656	659,376	31,596		1,773,628
Montreal Warehousing Co.	608,376	1,128,970	113,049		1,850,395
Quebec Harbour Commissioners.....	3,851	79,507		*9,768	93,126
West St. John, N.B.	131,166	3,993	6,252		141,411
Halifax, N.S.	273,310				273,310
Total Public Elevators.....	4,343,871	6,893,752	396,304	33,410	11,667,337
Total quantity in store.....	12,570,758	12,035,351	763,838	1,021,701	26,391,648

* Corn.

**Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior
Terminal Elevators, and at Public Elevators in the East for the Week ended
July 20, 1917.**

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.
Wheat—				
No. 2 Hard			48,396	48,396
No. 1 "	3,693			3,693
No. 1 Northern	920,800	35,842	883,506	1,840,148
No. 2 "	1,324,469	63,509	1,246,392	2,634,370
No. 3 "	1,182,153	110,029	882,269	2,174,451
No. 4 Wheat	735,658	43,737	525,914	1,305,309
No. 5 "		8,678	120,503	129,181
No. 6 "		10,759	65,392	76,151
Other	3,625,461	162,099	571,499	4,359,059
Totals.....	7,792,234	434,653	4,343,871	12,570,758
Oats—				
No. 1 C. W.	24,349	122	1,389	25,860
No. 2 "	1,537,119	42,331	2,379,258	3,950,708
No. 3 "	339,318	22,042	642,408	1,003,768
Ex. No. 1 Feed	779,071	19,361	1,349,610	2,148,042
No. 1 Feed		16,429	1,014,986	1,031,415
No. 2 "		8,290	183,120	191,410
Other	2,290,055	63,112	1,330,981	3,684,148
Totals.....	4,969,912	171,687	6,893,752	12,035,351
Barley—				
No. 3 extra C. W.	91,063			91,063
No. 3 C. W.	157,428	1,536	90,377	249,341
No. 4 "	20,547	2,531	276,213	299,291
Feed	38,041	899	3,683	42,623
Rejected			3,581	3,581
Other	53,096	2,393	22,450	77,939
Totals.....	360,175	7,359	396,304	763,838
Flax—				
No. 1 Northwestern Canada	480,394	4,119	23,642	508,155
No. 2 C. W.	384,880	6,838		391,718
No. 3 "	72,696	3,978		76,674
Rejected		403		403
Other	33,872	1,111		34,983
Totals	971,842	16,449	23,642	1,011,933
Corn.....			9,768	9,768
Total quantity in store.....	14,094,163	630,148	11,667,337	26,391,648

**Quantity of United States Wheat, Oats, Rye and Corn in Store at the following
Public Elevators in the East, for the Week ending July 20, 1917.**

	Wheat.	Oats.	Rye.	Corn.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Depot Harbour		115,117			115,117
Aberdeen Elevator Co.		930,300	3,377		933,677
Midland Elevator Co.	129,296	8,000			137,296
Tiffin, G. T. P.					-
Harbour Commissioners No. 1	4,278				4,278
" " 2	10,357		1,536	61,210	73,103
Total, United States Grain	143,931	1,053,417	4,913	61,210	1,263,471

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East, on July 20, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>July 20, 1917.</i>			
Terminal Elevators	7,792,234	6,301,929	14,094,163
Interior Terminals	434,653	195,495	630,148
Public Elevators in the East	4,343,871	7,323,466	11,667,337
Total	12,570,758	13,820,890	26,391,648
<i>July 21, 1916.</i>			
Terminal Elevators	11,858,775	7,189,464	19,048,239
Interior Terminals	855,035	157,079	1,012,114
Public Elevators in the East	5,613,140	6,415,710	12,028,850
Total	18,326,950	13,762,253	32,089,203
<i>July 22, 1915.</i>			
Terminal Elevators	2,041,125	1,818,364	3,859,489
Interior Terminals	63,212	86,829	150,041
Public Elevators in the East	495,322	1,740,735	2,236,057
Total	2,599,659	3,645,928	6,245,587
<i>July 23, 1914.</i>			
Terminal Elevators	2,411,042	3,640,380	6,051,422
Public Elevators in the East	3,863,940	3,750,944	7,614,884
Total	6,274,982	7,391,324	13,666,306

TENDERS INVITED.

South Africa.

POST AND TELEGRAPHS INDENTS.

The Trade Commissioner at Cape Town, Mr. W. J. Egan, has forwarded to the Department copies of indents Nos. 117 and 118, issued by the Post and Telegraphs Department, which have been recently transmitted to the High Commissioner for South Africa in London. The requirements (including such items as key blanks for pillar box locks, cushions, dextrine, tablet frames for pillar, wall, and pole boxes, pencilholders, Morse instrument ink, protective obliterating ink, labels for keys, locks of various kinds, recording paper, pins, plates for pillar boxes, parcel scales, brass seals, steel stamps, twine, wax, iron weights, canvas, cotton, duck and iron rings) of the South African Department of Post and Telegraphs, as indicated in these indents, may be had at the Department of Trade and Commerce, Ottawa. (Refer File No. A-1723.) These indents are of service in pointing out to Canadian manufacturers the necessity of representation in South Africa or London.

TRADE INQUIRIES.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, REGINA, WINNIPEG, INDUSTRIAL BUREAU, CHAMBRE DE COMMERCE DE MONTREAL, MONCTON, N.B., SAULT STE. MARIE, ONT., and FORT WILLIAM, ONT.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1089. **Lubricating oils.**—An importer in Karachi, India, wishes to secure supplies of lubricating oils from Canada.

1090. **Commission agent.**—A commission merchant in Valparaiso, Chile, would like to get in touch with Canadian exporters.

1091. **Fruit pulp.**—Canadian exporters of fruit pulp are asked to communicate with a Newfoundland inquirer.

1092. **Dairy products.**—An importing firm in St. John's desires to get in touch with Canadian manufacturers of butter and cheese.

1093. **Flour, etc.**—Canadian manufacturers of flour, oatmeal and rolled oats are asked to communicate with a St. John's firm.

1094. **Tinned goods.**—A St. John's firm is open to receive quotations from Canadian manufacturers on tinned meats, vegetables, fruits, evaporated apples, and pickles in glass.

1095. **Groceries.**—A firm in St. John's is open to transact business with Canadian manufacturers of baking powder, biscuits, baked beans, cream of wheat and grocers' specialties in general.

1096. **Bacon.**—An important firm in St. John's asks for Canadian manufacturers of bacon, salted or pickled, unsmoked.

1097. **Agency.**—A firm of commission agents is willing to accept the representation of any Canadian house.

1098. **Wrapping paper.**—A firm in Rheims, temporarily in Paris, wishes to get in touch with manufacturers of wrapping paper.

1099. **Milk products, canned goods and foodstuffs.**—A Paris dealer desires to open connections with manufacturers of milk products, canned goods and producers of foodstuffs.

1100. **Compressed wood-board, cement fibre and building material.**—A Paris engineer desires to be put in touch with manufacturers of compressed wood-board, cement fibre and building material.

1101. **Seed potatoes.**—A South African firm makes inquiry for supply of seed potatoes from July to October. Quantity, 10,000 to 20,000 cases of 110 to 112 pounds weight.

1102. **Hardware.**—A Johannesburg firm of wholesalers are prepared to handle Canadian household, building and mining hardware of all kinds. Catalogues and price lists with full particulars about packing are requested.

1103. **Tools.**—A Johannesburg wholesale firm requests catalogues, price lists and all other details on tools of all kinds.

1104. **Footwear—Rubber.**—A South African commission agent handling British-made leather goods, is prepared to take up the representation of Canadian rubber boots, rubber-soled boots and shoes, and gymnasium or running shoes.

1105. **Flour.**—A Johannesburg commission agent with long experience in import of flour, is seeking the agency for a Canadian mill. Immediate correspondence with samples of at least three grades of flour requested.

1106. **Shipping or commission-house representation.**—A Johannesburg firm with offices in each principal centre of South Africa, and for years representing European, Australian and Indian shipping houses, is prepared to take up the representation of a Canadian shipping house or commission house. Correspondence with full details wanted.

1107. **Box shooks.**—A South African firm of distillers asks for quotations on supply of about 27,500 boxes annually. Full particulars and specifications may be had on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. (File 17786.)

1108. **Staves.**—A Cape Town firm of distillers importing white oak staves, both the ready cut stave and the split or riven for cutting at this end, asks for quotations from Canadian manufacturers.

1109. **Spools and bobbins.**—The managing agents of nine jute mills in Calcutta, India, wish to get supplies of bobbins and spools in Canada. Samples have been received at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1110. **Leveller or grader.**—A South African agent specializing in farm machinery and implements will take up the representation of a Canadian-made leveller or grader.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

(*Circulated within Canada only.*)

Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

- *Canada Year-Book. (*Price, \$1.00.*)
- *Census Returns. (*Price of volumes vary.*)
- *Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, Lonja del Comercio. Apartado 1290, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, care of H. B. M. Consul, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

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W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

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Russia.

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L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

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F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nasseau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bagota, British Consul General.

Ecuador:

Quitto, British Consul General.
Guayquill, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

Commercial Intelligence Bulletin

VOL. XVII.



No. 706.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, AUGUST 6, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
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1917

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The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, August 6, 1917.

No. 706

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(Mr. F. A. C. Bickerdike.)

MANCHESTER, June 6, 1917.

IRISH IMPORTS AND EXPORTS.

The report on the trade in imports and exports at Irish ports during the year 1915, the publication of which has been unavoidably delayed because most of the clerical staff engaged in its compilation have joined His Majesty's forces since the outbreak of war, states, *inter alia*, that Ireland, an agricultural country, is largely dependent on other countries for her farm produce, food and drink stuffs. The value of her imports of these commodities amounted in 1915 to 38 per cent of the value of her total imports. The exports of farm produce, food and drink stuffs from Ireland are, of course, very large, their value in 1915 amounting to 58 per cent of the value of the total exports. Practically all go to Great Britain and are consumed there.

Produce Exported to Great Britain.

An idea of the importance of this trade to Great Britain will be obtained from the following table, which, in addition to the estimated values of the Irish exports, shows the values of the imports into the United Kingdom of this group from the principal foreign countries and British possessions:—

	1913.	1914.	1915.
Exported from Ireland.. . . .	£41,050,048	£41,606,872	£48,693,566
Exported to the United Kingdom from—			
United States.. . . .	48,341,434	51,288,674	95,983,444
Argentina.. . . .	34,606,046	29,569,197	51,802,102
Canada.. . . .	20,325,751	24,649,126	29,559,344
British India.. . . .	18,029,800	13,775,323	23,890,371
Denmark.. . . .	23,005,606	24,516,890	21,638,775
New Zealand.. . . .	8,551,650	11,105,643	16,034,210
Netherlands.. . . .	16,873,105	17,413,191	14,437,272
Australia.. . . .	14,966,760	16,127,026	11,796,895
Russia.. . . .	15,079,035	12,631,825	8,609,519

Bacon, Hams, etc.

As regards the total value of bacon, hams, pork and live pigs, Ireland comes third on the list, with a value amounting to £6,810,000, as compared with £17,901,000 from the United States and £9,130,000 from Denmark. The imports from Canada came fourth, with a value of £3,743,000.

Poultry.

The export of poultry from Ireland was much greater than that from any other country to the United Kingdom, Ireland exporting to Great Britain poultry to the value of £1,394,260, while the largest value of imports from other countries to the United Kingdom was from the United States, £316,048.

Butter.

The Irish export of butter, value £5,751,385, to Great Britain was the third largest in quantity and value; the export from Denmark into the United Kingdom being first, value £10,221,398, and that from Russia second, value £6,371,012.

Eggs.

The Irish export of eggs was the largest in quantity and value, amounting to 7,577,763 great hundreds, valued at £4,799,250, the imports into the United Kingdom from Russia being the next largest in quantity, amounting to 3,074,156 great hundreds, valued at £1,749,822. The imports from Denmark were 2,657,835 great hundreds, valued at £1,863,527.

Potatoes.

The Irish export of potatoes, which amounted to 191,444 tons, valued at £765,776, was the largest import of potatoes into Great Britain. The quantity imported from the Channel islands, though amounting to only 57,924 tons, was valued at £659,162, as their trade is chiefly in early potatoes.

Irish Meat Imports.

The imports of meat into Ireland are very considerable, as will be seen from the following table:—

	Quantities.			
	1912. Cwts.	1913. Cwts.	1914. Cwts.	1915. Cwts.
Beef	121,289	139,485	84,178	26,476
Mutton	62,161	49,544	36,693	17,148
Pork	6,713	3,392	4,746	2,722
Bacon	564,093	568,921	557,271	763,268
Hams	21,610	23,504	20,543	43,978
Pigs' heads	114,033	135,574	141,227	16,191
Other dead meat (a)	87,137	81,205	84,094	69,204
Total of above	977,036	1,001,625	928,752	938,987
Provisions and groceries	89,996	112,872	94,415	102,950

	Values.			
	1912. £	1913. £	1914. £	1915. £
Beef	207,707	244,099	180,983	79,428
Mutton	119,660	101,565	80,725	50,587
Pork	4,867	2,883	3,500	5,467
Bacon	1,776,893	2,048,116	1,992,244	2,976,745
Hams	65,370	84,614	74,982	156,855
Pigs' heads	108,331	162,689	190,656	30,763
Other dead meat (a)	213,683	230,080	226,037	270,031
Total of above	£2,496,511	£2,874,046	£2,749,127	£3,569,876
Provisions and groceries	£220,490	£324,507	£276,164	£391,210

(a) Poultry is not included here.

EXPORTS OF MEAT.

The exports of meat from Ireland in each of the years 1912 to 1915, inclusive, were as shown in the following table:—

	Quantities.			
	1912. Cwts.	1913. Cwts.	1914. Cwts.	1915. Cwts.
Beef and mutton	99,064	36,189	144,315	10,784
Pork	89,731	61,165	72,810	107,246
Bacon	1,163,063	995,257	969,139	1,025,367
Hams	142,091	120,419	121,250	119,980
Other dead meat (a)	253,238	206,783	266,616	191,577
Total of above	1,747,187	1,419,813	1,574,130	1,454,954
Provisions and groceries (b)	22,080	23,787	32,353	50,663

	Values.			
	1912. £	1913. £	1914 £	1915. £
Beef and mutton	266,300	114,524	480,903	45,263
Pork	247,134	194,454	217,520	396,810
Bacon	3,620,034	3,582,925	3,440,443	4,562,883
Hams	600,334	626,179	624,438	677,887
Other dead meat (a)	409,365	362,430	523,776	443,581
Total of above	£5,143,167	£4,880,512	£5,287,080	£6,126,424
Provisions and groceries (b)	£68,724	£85,633	£114,853	£225,450

(a) Poultry is not included here.

(b) It is found that under this heading quantities of bacon and hams are exported.

Values of Butter and Eggs Exported.

The following table shows the total quantities and estimated values of butter and eggs exported from Ireland during each of the five years, 1911 to 1915, inclusive:—

Year.	Butter.		Eggs.	
	Quantity. Cwts.	Value. £	Quantity. Gt. Hunds.	Value. £
1911	688,362	3,671,264	6,488,776	2,940,227
1912	778,778	4,159,972	6,313,525	2,926,582
1913	725,368	3,735,645	6,398,235	3,019,167
1914	855,608	4,641,673	6,824,612	3,383,870
1915	838,089	5,751,385	7,577,763	4,799,250

These figures do not include consignments sent by parcel post, but these form a very small part of the total export.

It will be noticed that the quantity of butter exported in 1915 was less than the export in 1914, but greater than the quantity exported in any of the years 1911, 1912 or 1913, while the value was greater than in any of the four preceding years. As regards eggs, both the quantity and value in 1915 were much greater than in any of the previous years. The imports of butter and eggs are relatively small, amounting in 1915 to £443,942 and £46,251 worth respectively. The exports of poultry in 1915 amounted to 298,770 cwt., valued at £1,394,260.

Estimated Value of Imports and Exports in each of the Years 1904 to 1915.

	Imports.	Exports.	Total.
1904	£55,344,986	£49,784,760	£105,129,746
1905	57,069,145	51,392,547	108,461,692
1906	58,794,015	56,005,303	114,799,318
1907	63,022,083	59,159,532	122,181,615
1908	60,190,125	57,414,977	117,695,102
1909	65,154,600	60,929,183	126,083,783
1910	66,430,954	65,895,960	132,326,914
1911	67,610,095	65,071,018	132,681,113
1912	73,952,725	67,167,904	141,120,629
1913	74,467,283	73,877,389	148,344,672
1914	73,994,732	77,311,052	151,305,784
1915	87,950,316	84,463,408	172,413,724

GREAT BRITAIN.

REPORT OF ACTING TRADE COMMISSIONER.

(Mr. J. Forsyth Smith.)

GLASGOW, June 18, 1917.

REQUEST TO EXPORTERS.

The Government restrictions on importations, high freight rates, shortage of shipping space and other abnormal war conditions make it a very difficult matter, at present to facilitate new business with Canada. It is believed, however, that now is the time when preliminary inquiries, with a view to the development of post-war trade, should be carried out. Canadian exporters are, therefore, urged to furnish the Trade Commissioner with the fullest possible information as to what they expect to have to offer on the Glasgow market, together with some general indication of probable prices. With the aid of this data, much more definite investigations can be carried out than is possible on the basis of the general information ordinarily available, and, as a result, introductions can be given to prospective importers and all preliminaries arranged in good time for full advantage to be taken of post-war opportunities. Exporters are requested to give the matter their prompt attention.

CANADIAN EGGS ON THE GLASGOW MARKET.

Canadian eggs are very highly appreciated on the Glasgow market, the consensus of opinion being that, as regards pack, grade and quality, they leave little to be desired, always commanding a premium over all competitors except Irish and Danish eggs. Some of the best grades from Russia may equal them in quality and weight, but, in general, they are superior to the Russian output, and they have an outstanding reputation on the market as compared with eggs from the United States.

THE CANADIAN PACKAGE.

The thirty-dozen package, with white fillers and excelsior cushions, is regarded as having much to do with the popularity of the Canadian product. Dealers consulted were, generally, of the opinion that whatever saving there might be in the cost of production through the adoption of the Russian or Danish package, would be more than counterbalanced by the loss of the distinctive position built up on the market by a pack which now definitely stands for quality and reliability, besides possessing an attractiveness that is a very valuable asset. The side ventilation is generally commended as superior to the piercing of holes in the ends of the cases, though some doubt was expressed as to whether tight boxes would not be best for storage purposes. The patent top fasteners are much in favour. It is pointed out, however, that it is unsafe to rely upon these without some slight supplementary nailing.

COMPETITION AFTER THE WAR.

It is believed that after the war it will be difficult for Canadian fresh gathered eggs to compete with nearer sources of supply during the late spring and early summer months.

There should, however, be no difficulty in finding a satisfactory market for storage eggs to be sold during September, October and November. These would have to

meet the competition of Russian eggs only, and, if a high degree of quality is maintained, they should be able to sell at a premium over the latter. It is true that before the war Russian eggs were selling at comparatively low prices, but even then, prices were advancing every year, on account of the development of Russian business with the continent, and it is not unlikely that for some time after the war, the competitive situation, from the Canadian standpoint, will show a great improvement over pre-war conditions.

MONTHLY AVERAGE PRICES DURING 1913 AND 1914.

The following table gives the monthly average wholesale prices per 120 of first and second grade Irish, Danish and Russian eggs on the Glasgow market during the years 1913 and 1914:—

	Grade.	Irish.		1913. Danish.		Russian.		Irish.		1914. Danish.		Russian.	
		s.	d.	s.	d.	s.	d.	s.	d.	s.	d.	s.	d.
January.	1	12	10	13	4	10	3	15	0	.....		11	4
"	2	12	3	12	1	9	2	14	3	15	0	10	10
February	1	11	9	13	5	.....		13	0	14	2	—	
"	2	11	3	11	4	.....		12	5	12	11	—	
March.	1	8	11	9	7	.....		9	1	10	0	—	
"	2	8	6	8	7	.....		8	7	9	5	—	
April.	1	8	5	9	5	6	7	8	6	9	8	7	7
"	2	8	1	8	5	6	5	8	0	9	0	7	2
May.	1	8	2	9	8	6	10	8	8	10	0	7	10
"	2	7	10	8	6	6	7	8	3	9	6	7	6
June.	1	8	8	9	10	7	7	9	4	10	5	8	3
"	2	8	4	8	10	6	9	8	8	9	10	7	11
July.	1	10	4	10	10	8	2	9	8	10	7	8	3
"	2	9	7	9	7	7	8	8	10	10	2	7	10
August.	1	11	5	11	3	8	6	13	3	13	8	11	7
"	2	10	5	9	11	8	0	11	8	12	2	10	6
September.	1	12	2	12	4	8	10	14	1	14	6	11	9
"	2	11	2	11	3	8	3	13	5	13	9	11	0
October.	1	13	8	13	5	10	0	16	4	16	4	12	0
"	2	12	9	13	0	9	6	15	6	15	8	11	0
November.	1	16	6	17	0	11	2	18	9	18	2	12	6
"	2	15	11	16	6	10	5	18	0	17	6	12	0
December.	1	16	3	16	6	11	3	20	2	19	6	11	5
"	2	15	6	16	0	10	10	19	2	....		10	11

FRESH FALL EGGS.

While the main demand will be for storage eggs, one importer is very enthusiastic as to the prospects for the fresh fall product, stating that he had never handled better eggs than some Canadian new laid harvest corn fed packs imported last year. These were produced in August and September and sold during October and November. He believes that many more of these could be sold to advantage, and that, if last year's high standard were maintained, the prices obtainable would come within 6d. or 1s. per 120 of those paid at the same time for Danish eggs. The main competition to be met by these eggs would be that from Denmark, as Russian storage eggs are not in the same class, while Irish eggs are not a large factor in the market at that time.

As an indication of the pre-war price situation affecting fresh fall eggs, the following is given as the range of prices per 120 for eggs of 16-pound grade f.o.b. Denmark, during 1913:—

September, 9s. 6d. to 11s.; October, 10s. 9d. to 12s. 9d.; November, 14s. to 15s.; December, 13s. 6d. to 14s. 4d. per 120 should be added to obtain the laid-down cost.

PRICE RANGE, 1916-1917.

The following table gives the range of wholesale prices per great hundred (120) for Egyptian, American, Canadian, Russian, Irish and Danish first grade eggs, on the Glasgow market during the season, 1916-17:—

	Egyptian.		Irish.		American.		Canadian.		Russian.		Danish.	
1916.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.
July... ..			16 0	17 6	15 6		16 0		15 0	15 6	17 6	18 4
August . . .			16 0	23 0	14 6	18 0	15 0	18 0	13 4	14 0	17 0	24 0
September. .			21 6	22 9	18 0		20 0				23 6	24 6
October . . .			23 6	25 6	18 0	18 6	20 0	21 0			24 0	26 0
November. . .			28 6	35 0	19 6	21 0	21 0	23 0			27 0	37 0
December. . .	16 0		31 0	33 0	19 0	21 0	20 6	23 0			32 0	
1917.												
January . . .	13 0	14 6	24 6	31 0	19 0		20 6	21 0			26 6	30 0
February . . .	13 9	14 6	24 0	29 0	10 0						26 6	
March	14 0	14 6	18 0	22 6							—	
April.	13 0	14 0	19 0	20 0							19 0	20 0
May.	14 6		20 0	23 6							—	

PRESENT SEASON PROSPECTS.

With no Russian eggs on the market, and supplies from Denmark not to be depended upon, there should be a good demand at excellent prices for any eggs that can be imported. However, the high prices ruling in Canada, the high freight rates, the doubtful shipping space situation, etc., are adverse factors that prevent undue optimism. Irish eggs have dropped recently below expectations. With spot-Irish prices at 17s. 6d. to 18s. (June 12) Canadian eggs just arrived, at a laid-down cost of 22s. to 25s., must be stored, to await a further advance.

GLASGOW EGG IMPORTERS.

The principal egg shippers of Canada have long established connections on the Glasgow market, either selling on an f.o.b. or c.i.f. basis, or shipping for sale on commission. The usual commission charge is 3 per cent. Egg exporters who are not already represented in this market are invited to communicate with this office.

VIEWS OF THE TRADE.

No. 1. "Apart from the fact that last season's supply of Canadian eggs was very small, general conditions were eminently satisfactory, the quality, on the whole, being all that could be desired. The wastage was slight, and due, in the main, to delays in transit or in discharging on this side."

No. 2. "We would like to emphasize the fact that only April stores, the pick of the new season's eggs, should be exported. Later stored eggs are never satisfactory. Exporters should realize that their hold upon this market depends on the maintenance of the highest standard of quality and pack."

No. 3. "Some of the fresh fall eggs shipped from Canada last year were the finest we have ever seen. Such eggs will command prices in the face of any competition."

No. 4. "Some second grade Canadian eggs have reached this market, and have returned fair prices. We do not, however, advocate the shipment of these, and they would have no chance at all under post-war conditions."

No. 5. "The ordinary Canadian square fillings could not be improved upon. Some patent rounded cup fillers, which have been used, were not satisfactory."

No. 6. "The market prefers a brown egg, but there is no objection to white."

No. 7. "On the whole, Canada would lose more than she would gain by adopting the Russian package, although, there seems no doubt but that the wood wool filling gives better results in storing. Some New York eggs in the large package have reached this market, but the experiment did not prove satisfactory."

No. 8. "The new regulations prohibiting the marking of American cases as "Packed in Canada" are steps in the right direction. The branding of the cases as "Produce of the United States" should also do much to prevent dishonesty. Canada has everything to gain by making sure that inferior eggs are not sold as Canadian produce. Unfortunately, in spite of all precautions, large quantities of American eggs will continue to claim, with more or less success, the prestige of the high standard set by Canadian producers."

AUSTRALIA.

REPORT OF THE COMMERCIAL AGENT FOR NEW SOUTH WALES.

(*Mr. B. Millin.*)

SYDNEY, N.S.W., June 7, 1917.

TRADE OF NEW SOUTH WALES.

Prices throughout the import markets maintain a firm upward tendency. Under pressure of shortage of stocks, reinforced by difficulty of replacement, the movement of values has been fixed in a definite direction. A reduction in prices nowadays would be a novelty. There must, of course, be a limit to values. That point has been reached, and will continue to be reached, in some instances with an exhaustion of stocks. In other cases it will be determined by the possibility of finding substitutes of local manufacture. Many lines will doubtless be available in limited quantities for some considerable time, at almost prohibitive rates. Meantime, stocks are carefully guarded by merchants, who show great reluctance in selling large parcels. It is impossible to obtain firm quotations from exporters of goods from North America as owing to freight rates and difficulties it is not possible to say when shipment can be made.

A recent compilation of the profits of sixty companies of good standing, covering a period of four years, shows that their net earnings were £4,208,415 in 1913-14, £4,073,801 in 1914-15, £3,692,000 in 1915-16, and £3,747,555 in 1916-17. The reduction in 1916-17 has thus been about 10 per cent as compared with the year before the war.

Market values of the shares have, however, fallen 20 per cent.

WINE PRODUCTION IN NEW SOUTH WALES.

In almost any part of New South Wales, with the exception of the sub-tropical part and the higher portions of the mountain ranges, grape vines thrive well and bear large crops, equal in size, appearance and flavour to the products of Europe.

The principal vineyards where grapes are grown for wine-producing purposes are situated in the valleys of the Hunter and Murray rivers. The former is about 90 miles from Sydney and the latter about 250 miles. The Hunter River vineyards produce the best table wines grown in Australia, both the red and white wines being excellent. A really good white wine from this district can be favourably compared with the best Rhine wine and is reputed to be the most creditable of all Australian wines. The Albury or Murray districts produce a first-class wine, the soil there being suitable for that class of wine.

The amount of wine produced in New South Wales during the last season was about 600,000 gallons, of which 500,000 gallons were dry wines of a hock and claret type. Early in the season vignerons hoped for record yields of wine grapes, but excess

of moisture intervened and the vintage as a whole throughout the state was very disappointing. Some districts, however, yielded a good type, especially of full-bodied wines.

The record yield of wines for any one season was 1,140,000 gallons.

Several vineyards in New South Wales have stocks of half a million bottles of wine up to seven years old and smaller quantities are available up to thirty years old.

Owing to the war the demand within the Commonwealth for Australian wines is more pronounced than ever, and the demand is also accentuated owing to the largely increased cost of whisky and other spirits.

Sweet Wines Preferred in Australia.

Australians as a rule prefer sweet wines. These are named after the European varieties, such as port, sherry and muscatel. Wine merchants take the European wines as their standard types and accordingly make their wines to approach that type as near as possible. Sweet wines have in recent years improved greatly. New South Wales red wines compare very favourably with the wine from the Burgundy district of France. White wines are stated to be equally as good as the best Rhine wine, and muscatel is on a par with the same named wine grown in the north of Italy.

Wine merchants anticipate that when Australian soldiers return from France their palates will be more educated to the drinking of dry wines such as claret and hock.

The improvement which has taken place in the quality of wines produced in recent years is largely due to the wine expert of the state of Victoria who was sent to Europe to study the most modern methods of viticulture and wine-making.

French Wines very Expensive.

Within the Commonwealth French wines are now so expensive that hardly any supplies are coming to Australia, and as many French vineyards have been devastated by shell fire, it may be assumed that the production and export will be very small for some time.

The French colony of New Caledonia, which until recently imported French wines almost entirely, is now perforce importing large quantities of Australian wines.

Export of Australian Wines.

For some years a good market for wines has been found in England and the increasing export shows a growing appreciation. In the year 1916 the total quantity of red and white wines shipped from New South Wales to England was 280,000 gallons. The demand for the class of wine shipped to England has been very active notwithstanding that it cannot be retailed to the public under 2s. 6d. (61 cents) per reputed quart bottle.

After the war wine merchants are anticipating that a considerable trade will be done with the home market. The more delicate wines come from New South Wales. The states of Victoria and South Australia produce large quantities of a heavier type, a quantity of which is shipped abroad. The states of Queensland and West Australia produce small quantities of a very poor quality, the climatic conditions in those states being unsuitable for the growth of good wines.

BULK HANDLING OF WHEAT.

A trial shipment of wheat in bulk from Sydney to Liverpool was recently made and a cable has just been received stating that the experiment proved entirely satisfactory. The shipment was made as the result of representations made by under-

writers and others that they feared that the cargo would shift on the long voyage and it was thought by many that the wheat would sweat owing to the changes in temperature during the voyage. The report states that the wheat arrived in very satisfactory condition and only a slight warmth was noticeable. In the meantime the construction of the proposed wheat elevators in New South Wales has been held up and it is quite probable that the work will not be gone on with until after the end of the war. The late state Government was responsible for the proposal, but is now out of power. One of the difficulties that the new Government has to face is meeting the financial obligations of many large works in progress and, as the tight money market prevents loan money being obtained, this is doubtless the principal reason why the elevator proposal has been shelved.

SUITABILITY OF NEW SOUTH WALES HARDWOODS FOR SHIPBUILDING.

Owing to their great strength and lasting properties New South Wales hardwoods are particularly suitable for shipbuilding purposes. Many of the coastal rivers possess very bad sandbars and the continual bumping when the vessels are crossing is a severe trial to a vessel constructed of timber. Notwithstanding this many coasters have been running continuously for periods varying from twenty to thirty years and are still fit for service. The harbour ferry service of Sydney, which is very extensive, is carried on mostly by steamers constructed of wood, and preference is given to wood over steel on account of it being able to stand the strain of continual bumping better than steel. These vessels are between 200 and 300 feet long.

Considerable quantities of timber suitable for keels have been shipped to the Pacific coast of North America during the last few years and the trade is a growing one.

Following are particulars of the exports:—

Exports of Hardwood Timber from New South Wales.

1915-16—To United States, 456,016 super-feet, value £6,486.
Canada, 19,197 super-feet, value £321.
1915-16—To United States, 680,997 super-feet, value £9,792.
Canada, 92,892 super-feet, value £1,568.

On account of their hardness New South Wales timbers are not so liable to damage by marine insects as softwoods and frequently hulls are planked to the waterline with hardwoods and the topsides finished with softwoods. Grown timber suitable for knees, crooks, and frames can be supplied in large quantities. Timbers for small boats are now cut out of spotted gum and this timber is now universally used where previously hickory and elm had to be imported. It is more lasting and bends just as readily when steamed.

PHOSPHATIC WEALTH IN THE PACIFIC.

Ocean and Pleasant islands, situated in the equatorial regions off the northeast coast of Australia, contains masses of phosphatic rock. The former island is 6 miles in circuit and the centre of the island is 265 feet high. Pleasant island, or as it was named by the Germans, Nauru, is still larger, being 12 miles in circumference, but is only 100 feet high. The island of Nauru in the early days of the war was captured by H.M.A.S. *Melbourne*, and it was then found that the island was defended by a very strong fort and modern guns. The outfit included an almost completed long distance wireless station. The island of Nauru is now being administered by the British High Commissioner in the Pacific, and, on account of its extraordinary value and close proximity, it is an object of intense interest on the part of Australians.

A valuation of the deposit was recently made and the value of it, on a very conservative basis, is stated to be at least \$150,000,000. So far the surface has merely been scratched and the immense importance of these phosphatic deposits in regard to the future production of wheat is obvious.

Shipment is hampered very considerably on account of the difficulty of loading. At Ocean island it is necessary to ship by means of surf boats. At Nauru there is a short cantilever wharf from the shore but this cannot be used in rough weather.

WOOL TOP MANUFACTURE.

The wool top-making industry in Sydney has just enjoyed another year of great activity, and the mills have worked to their full capacity all through absorbing a fair quantity of wool.

As usual the bulk of the tops has gone to the Japanese trade, and, whilst reports from there declare that in a few years they will manufacture all their own tops, there is as yet no indication of a falling off in the demand for the Australian-made article. As the following table shows there has been a slight decrease in the production, but this is entirely due to the change in the method of disposing of the wool clip by the new method of appraisalment, in lieu of the old method, by auction. In consequence of this change the delivery of wool to local mills was suspended for some time.

Exports of Wool Tops.

	Year ended Feb. 29, 1916.	Year ended Feb. 29, 1917.
To United Kingdom.....pounds.	72,490	20,617
India....."	11,024	—
France....."	19,861	—
Japan....."	4,764,184	4,707,109
Total.....	4,867,559	4,727,726

ARGENTINA.

REPORT OF ACTING CANADIAN TRADE COMMISSIONER.

(*Mr. Bertram S. Webb.*)

BUENOS AIRES, June 10, 1917.

THE MAIZE HARVEST.

Figures relating to the present maize harvest have now been received, and show the estimated total production to be not more than 1,494,600 tons, obtained from an area of 3,629,570 hectares. The yield (412 kilos per hectarea) will be one of the poorest on record. The early sowings suffered from drought, and the later sowings, although favoured by copious rains, were severely damaged by locusts.

The areas sown, lost and harvested, together with the total production, as estimated by the General Direction of Rural Economy, are given below:—

Maize Harvest, 1916-17.

Province and Territories—	Hectareas Sown.	Hectareas Lost.	Hectareas Harvestable.	Estimated Production—Tons.
Buenos Aires.....	1,405,470	470,620	934,850	691,000
Santa Fé.....	1,250,500	812,000	438,500	306,600
Córdoba.....	570,000	342,000	228,000	91,200
Entre Ríos.....	84,000	55,000	29,000	21,000
Pampa.....	29,600	20,000	9,600	4,800
Other districts.....	290,000	20,000	270,000	380,000
Total	3,629,570	1,719,620	1,909,950	1,494,600

Compared with other years, the figures are as follows:—

Year.	Hectareas. Sown.	Production. Tons.	Yield per Hectarea—Kilos.
1907-8.....	2,719,260	3,456,000	1,271
1908-9.....	2,973,900	4,500,000	1,513
1909-10.....	3,005,000	4,450,000	1,481
1910-11.....	3,215,250	703,000	219
1911-12.....	3,422,000	7,515,000	2,196
1912-13.....	3,830,000	4,995,000	1,307
1913-14.....	4,152,000	6,684,000	1,610
1914-15.....	4,103,000	8,260,000	1,965
1915-16.....	4,017,850	4,093,000	1,018
1916-17.....	3,629,570	1,494,600	412

The most recent advices state that three-quarters of the maize is now harvested and that the total production will reach 1,560,000 tons.

The quality in general is poor but the prices are ruling very high. Some of this crop has already been exported and there is now some talk of prohibiting the export of maize. The annual internal consumption varies between 1,600,000 and 1,700,000 tons.

PROHIBITION OF WHEAT AND FLOUR EXPORTS.

In connection with the Prohibition of Export of Wheat Decree of March 28, it may be remembered that an arrangement was arrived at whereby the agent of the Allied Governments was granted permission to export some 200,000 tons of wheat and flour provided the British Minister guaranteed the return to the Republic of a similar quantity at a later date if required. Permissions were later granted to export quantities amounting in all to nearly 150,000 tons to Spain, Brazil, Uruguay, Paraguay and Norway, but without any stipulation as to returning identical quantities if required. Total wheat exports from January 1 to date amount to 732,000 tons, as compared with 1,261,440 and 2,201,000 tons for the same periods of 1916 and 1915.

It was thought that by prohibiting the shipment of wheat and thereby making the local exchange independent of international market fluctuations, the Government would bring about a fall in prices of grain for domestic consumption. Instead of falling, however, prices have risen rapidly, and wheat is now being sold at \$7.85 gold per 100 kilogrammes as compared with \$6.38, the highest price reached prior to the prohibition decree. The official weekly quotations for Barletta wheat, export type, for the past three months are as follows:—

March	12.....	\$5 88	gold per 100 kilos.
"	26.....	6 28	" 100 "
April	9.....	5 60	" 100 "
"	16.....	5 94	" 100 "
"	23.....	6 19	" 100 "
"	30.....	6 45	" 100 "
May	7.....	6 45	" 100 "
"	14.....	6 92	" 100 "
"	21.....	7 43	" 100 "
"	28.....	7 64	" 100 "
June	4.....	7 64	" 100 "
"	11.....	7 85	" 100 "

WHEAT SOWING PROPAGANDA.

An intense "sow more wheat" propaganda, under the patronage of the Minister of Agriculture and with the active co-operation of the railway and tramway companies, is now being made. The object is to get an additional 2,000,000 acres under seed. Posters are being exhibited in all the rural railway stations and even in the city tramcars, and newspaper advertising space is being devoted to it. The Buenos Aires Western Railway publish the following in Spanish and also in English:—

"It is estimated that owing to the war and crop failures, the world's reserve stock of wheat will be exhausted by the end of the year.

"This obviously means that the demand on Argentina for the supply of wheat will be extraordinary. Therefore the prospects of high prices are exceptionally favourable.

"Under the circumstances, it is obviously in the interest of the farmers to sow the greatest possible area"; and also,—

"There is a food scarcity in every country. If you are an agriculturalist, cultivate up to the last inch of your ground. If you are a land owner, sow all your available land. Every one knows that the world is hungry for lack of cereals, that stocks are exhausted, and that prices have attained to figures never before known. The forthcoming harvest offers you an opportunity of wealth; make an effort and procure your fortune at the same time that you will be enriching the country.

"As a consequence of the war, and of bad harvests in producing countries, the world's wheat reserves will be exhausted by the end of this year. This means that there will be an extraordinary demand for all of this cereal which can be produced in our country. Consequently, all wheat growers are offered the most brilliant prospects. It is desirable therefore to sow the largest area possible. Station-masters will explain to interested parties how they may obtain banking loans for the purchase of seed."

The Central Argentine Railway advertise:—

"The result of scientific cultivation is an abundant harvest.

"In the driest regions of the Republic a crop can be obtained.

"On the experimental farm of the Central Argentine Railway situated at Tacanas, on the boundary of the province of Santiago del Estero and Tucuman, where the rainfall is limited to a few months of the year, milo, kaffir, feterita and other grain is produced in abundance by the method known as dry farming.

"Full details of this system and any other information desired will be forwarded to those interested on application." And also,—

"To agriculturalists. This is a great demand for wheat, and there will be, for a long time to come. Therefore, grow wheat. The Argentine harvest will occur at an opportune moment to meet the demand. To intensify wheat cultivation will be to serve your own interests and to further the national progress. Landowners unable to sow alfalfa this year ought to utilize their lands by sowing wheat upon them, with the double benefit of not losing a harvest and of having prepared suitably, the land for alfalfa next year. Every agriculturalist can perform a patriotic and a humanitarian action by sowing wheat."

The Central Cordoba Railway publish the following notice to colonists and agriculturalists:—

"There is a scarcity of wheat all over the world. The demand is constantly increasing. Higher prices than ever before known are being obtained and there is no doubt that there will be a good market for all the wheat that can be produced. Do not lose time. Prepare your land, and if you have no money to buy seed, apply to the stationmaster for the agrarian loan forms of the Banco de la Nacion, and the company will undertake to secure their prompt consideration."

The Department of Agriculture poster reads as follows:—

"The situation of the universal wheat market is exceptionally favourable for this cultivation. The shortage in the universal production of wheat in 1916, amounted to 25,000,000 tons which will have to be replaced during the new agricultural period. In consequence of this shortage, the countries of Europe and the United States have found themselves obliged to conserve their own stock for their own consumption and to prohibit exports. It is probable that this enormous decrease will occur again in the forthcoming period owing to repetition of the same factors which caused it in the previous year. Our own production, owing to the season in which it is harvested, will be available at a favourable moment to meet the universal demand for wheat.

Agriculturalists by increasing their cultivations of wheat to the largest extent possible will serve their own interests and will contribute to the national progress with which they are so intimately related. Landowners who cannot sow alfalfa this year, ought to utilize the land for wheat, with the double benefit of not losing a harvest and of preparing the ground suitably for the production of alfalfa in the following year. Meteorological investigations indicate the possibility of a year of sufficient rainfall. The good quality of the seed available this year assures a good yield for the forthcoming harvest. The National Government for its part will take all the measures within its power for the protection and to promote the success of these plans. It provides the seed to the colonists and offers facility for payment of the seed and for the hire of the zinc sheeting required for locust defence. It will also negotiate for transport facilities from the railway companies and from shipping companies. Every agriculturalist who sows wheat in these times is performing a patriotic and humanitarian work."

The committee of members of the Corn Exchange encharged with the distribution of seed loans to small farmers has been working daily, dealing with large numbers of applications. Weather conditions up to now have been favourable for ploughing and sowing, and a lot of seed was got into the ground somewhat earlier than usual. In Argentina there is a common saying to the effect that one cannot tell what the harvest will be until the grain is on board the ship. This year, however, rains have been so copious and evenly distributed as almost to guarantee the safety of next year's harvest. No figures are as yet available regarding the area sown, but the propaganda referred to must have had some considerable effect. In general, it may be said that even although sowing operations are not yet completed, conditions are such as to indicate that the coming harvest will be an exceptionally good one.

SUGAR INDUSTRY.

As mentioned in a former report, the sugar harvest has been a partial failure and the statistics for the past year give the total production as 84,000 tons, or less than half of the average annual production. The corresponding figures are given in the appended table, with comparisons with former years:—

Provinces.	Establish- ments.	Cane rolled. Tons.	Sugar produced. Tons.	Yield. %
Tucuman..	30	883,952	44,434	5'
Jujuy..	3	470,450	34,754	7'3
Salta..	1	21,144	1,615	7'6
Santa Fé..	3	9,014	384	4'2
Corrientes..	1	4,843	229	4'7
Chaco..	3	39,042	2,416	6'1
Formosa..	1	4,700	237	5'
Totals	42	1,433,145	84,069	5'8

Annual Production.

Year.	Tons.
1908..	161,668
1909..	127,322
1910..	148,509
1911..	180,092
1912..	147,249
1913..	276,140
1914..	335,956
1915..	149,299
1916..	84,069

WINE INDUSTRY.

The wine industry has been fairly prosperous, although the vintners complain of the low prices obtainable for their wine. The total production of wine for the year amounted to 451,000,000 litres, three quarters of which was produced in the province

of Mendoza, situated on the Chilean side of the Republic, near the Andes. Some 6,000,000 litres of wine valued at \$583,000 gold were exported during 1916, probably to neighbouring republics. The exportation of wine is a new development of the industry. During recent years growers have combined for the purpose of restricting output thus avoiding a flooding of the market. Common Mendoza wine is retailed in Buenos Aires at prices ranging from 15 cents gold per litre upwards whilst the commonest imported wine is subject to a duty of 8 cents gold per litre.

PROTECTED INDUSTRIES.

Imported refined sugar (96° polarization and over) pays a specific duty of 9 cents gold per kilo and unrefined (96° and under) 7 cents gold per kilo, the object being to protect the local sugar industry. At the same time provision is made for a temporary suspension of the import duty when the wholesale price of the local product reaches a certain figure. The Government has granted permission for the free importation of 75,000 tons more or less, which quantity was to have been retailed at 19 cents gold per kilo. The retail price, however, has risen to 36 cents gold per kilo and it is now rumoured that proceedings will be instituted against certain of the privileged importers, for not having carried out the conditions of their concession. In the meantime sugar is still being retailed at 36 cents gold per kilo but it is expected that the authorities will now take steps to have certain quantities, now lying in Customs warehouses, liberated for consumption at a reasonable price.

The sugar industry of Tucuman and the wine industry of Mendoza have both been objects of special Government protection, and it is somewhat of a reflection on the merits of such a policy that the vintners, on the one hand, are overloaded with quantities which they cannot dispose of profitably, whilst the refiners, on the other hand, are unable to help the unfortunate consumer who has to pay 36 cents gold per kilo for Paris and Brazilian sugar. The normal price of refined cube sugar has not been less than 21 cents per kilo for several years.

DEMAND IN SOUTH AFRICA FOR IRON FITTINGS FOR WOODEN BEDS.

Regarding a demand in South Africa for iron fittings for wooden bedsteads, Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, writes:—

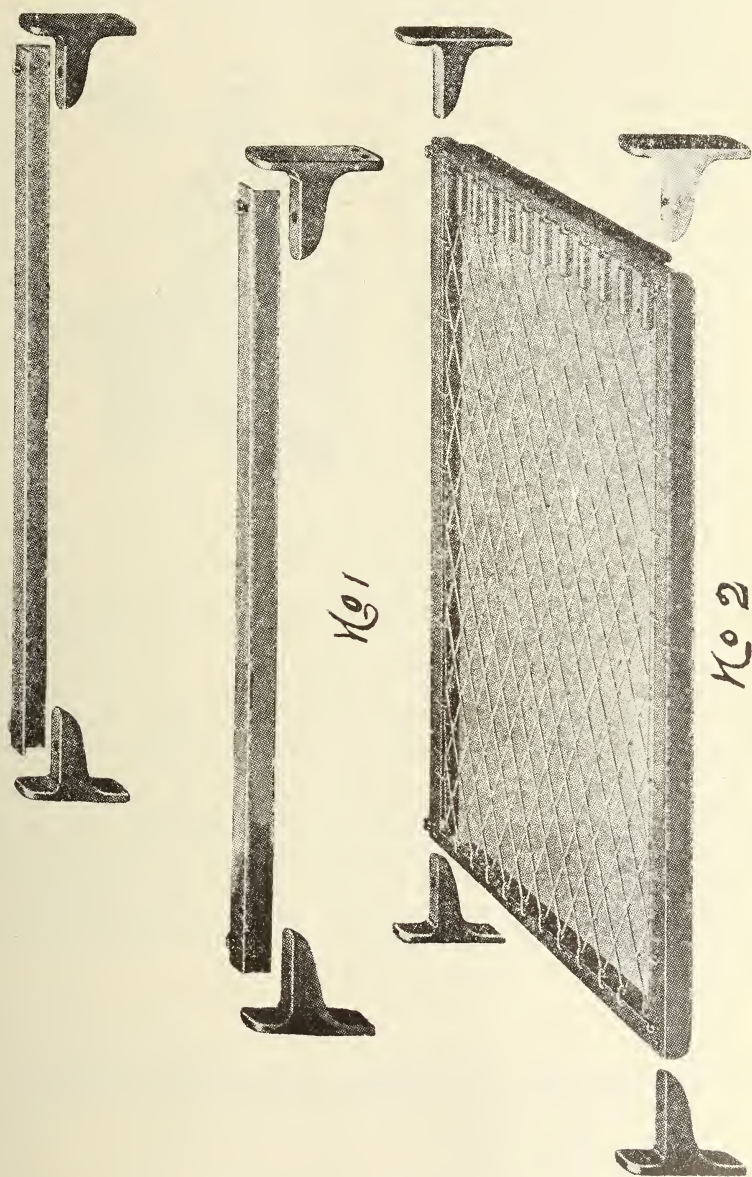
“There is a good demand in South Africa for fittings for wood bedsteads.

“The illustration No. 1 shows one style of angles and sockets, other patterns such as the ordinary slip-in socket will do. The standard length is 6 feet 3 inches, 1½ inch by 1½ inch by 10 gauge angles. The last quotation made on these sets was 4 shillings per set complete. The usual method of shipment is, sockets are packed in barrels of 50 or 100 sets and the angles in bales of 25 sets.

The illustration No. 2 is for the fittings and spring. In this line three sizes are imported, 6 feet long by 2 feet 3 inches wide, 6 feet 3 inches by 3 feet wide, and 6 feet 3 inches by 2 feet 6 inches wide. Other patterns of socket than the one illustrated will be satisfactory. The packing of socket is the same as No. 1, but the springs are packed for export in bundles of 12.

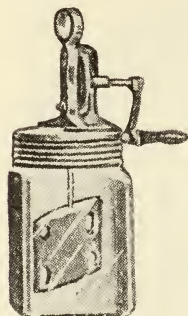
“Quotations are asked for and particulars sent to this office will be submitted to cash prospective purchasers.”

See Trade Inquiry No. 1133.

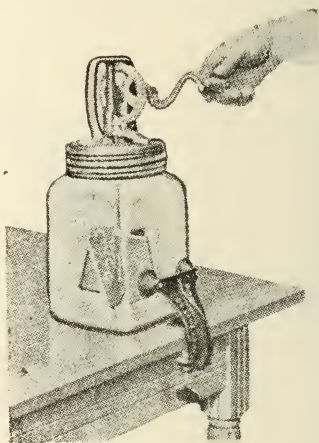


CAN CANADA SUPPLY THESE GLASS CHURNS TO GREAT BRITAIN?

Regarding the market in Great Britain for small glass butter churns, Mr. N. D. Johnston, Canadian Trade Commissioner, Bristol, says:—



German Churn.



American Churn.

POSSIBILITIES OF SUPPLYING SMALL CHURNS.

There is a good market in the United Kingdom for small glass churns. Large quantities of the above German-made churns were sold before the war and there has also been a large demand for the churns of United States manufacture. The American product has given better satisfaction than the German one as the gearings of the latter were not cast and quite often broke down where used, thus causing trouble. The United States churn has four wings on the beater, while the German article had only one wooden paddle.

The German churns with full capacities of $3\frac{1}{2}$, $5\frac{1}{2}$, $7\frac{1}{2}$ and 9 pints retailed at 5s. 9d. (\$1.40), 7s. 9d. (\$1.89), 9s. 6d. (\$21.31), and 11s. (\$2.68). Spare glasses cost 3s., 3s. 6d., 4s., and 5s. (73c., 85c., 97c., and \$1.22) each. The American seven-pint churn, making about a pound of butter, which is the most popular selling size, although several sizes are made, sells in normal times at about 10s. (\$2.43). A special vacuum holder is also sold which is useful for holding the churn onto the table. The wholesale prices are about one-third of those mentioned.

AGRICULTURAL MACHINERY IN WESTERN SIBERIA.

FROM REPORT OF TRADE COMMISSIONER.

(Mr. L. D. Wilgress.)

SALE OF AGRICULTURAL MACHINERY.

With further reference to the report on the market for agricultural machinery in Western Siberia, which was published in *Weekly Bulletin* No. 670, several letters have been received from Canada requesting additional particulars in regard to the manner in which implements and machines are distributed in this territory. It may,

therefore, be of interest to briefly review the sales organization maintained in Western Siberia by a well-known United States company, which does a large share of the trade in complicated agricultural machinery. Other firms selling agricultural implements and machines maintain similar organizations, varying according to the amount of business done, the kind of machines sold, and the resources of each individual concern.

The head sales office for Russia of the company referred to is situated in Moscow. For the territory of Western Siberia and the Ural district, three branch offices are maintained, the towns of Ekaterinburg, Omsk and Novo Nicholaievsk having been selected for the purpose. Each branch office is kept permanently supplied with a sufficient stock of machines, parts, etc., etc., to supply at any time the needs of the district over which it has jurisdiction. The manager and assistant manager of each branch office as a rule receive a commission on sales, in addition to their salaries as officers of the company. Under the supervision of each branch office are a number of sub-agencies situated in the more important centres of the district. Thus for the district over which the Omsk office has jurisdiction, sub-agencies are maintained at Petropavlovsk and Semipalatinsk. These sub-agencies are managed by officials of the company, working without commission, and carry only a limited stock of machines and parts. The company endeavours to keep the stocks in each district, with the exception of that at the branch office, as low as possible. In addition to the above, there are a great number of agents or dealers selling the machines and parts of the company on a commission basis. These agents are scattered all over the territory in such a manner that practically no section is left unrepresented. Each agent is supplied with a full sample collection of machines, and in some cases also a limited stock. A permanent staff of salesmen is also attached to each branch office. These salesmen visit practically every village for the purpose of taking orders, distributing advertising material, collecting money and controlling agents. There remains to be mentioned the technical men who are regularly sent out from Moscow to mount machines and to be available should difficulties arise in any district.

TERMS OF SALE.

The terms upon which agricultural machinery and implements were sold in Western Siberia previous to the war, were briefly referred to in the previous report on this subject (*Weekly Bulletin* No. 670). It may be said that sales of harvesting machines for ready money were practically unknown. The usual terms were from 20 to 30 per cent cash, and the balance on credit over a period of up to two years. In some cases it was even three years before the peasant discharged his liability. The machines would arrive in the spring, and the first settlement would be made at the end of the season. The British Vice-Consul at Omsk gives the following as an example of the extended payments for machines sold in Western Siberia previous to the war:—

- About 30 per cent in October of that year.
- About 20 per cent in February of next year.
- About 20 per cent in August of next year.
- About 15 per cent in December of next year.
- About 15 per cent in February of the following year.

It will be noted that these terms cover two harvests, and enable the agent to grant the peasant such extensions as will allow him to thresh his second harvest and partly dispose of same.

At the present time sales of agricultural machinery and implements are being conducted on a cash basis. With regard to the period after the war, it is generally agreed that no credit is likely to be granted for the first few years, but that a moderate credit system will later be gradually introduced.

TIMBER FOR ASH BOAT OARS FOR BRITISH NAVY LIFE BOATS.

An important British company which manufactures long oars used for the life boats of ocean liners and the Royal Navy, wishes to secure ash timber limits in Canada containing sufficient quantities of ash to justify the establishment of a plant for the manufacture of boat oars in Canada. Information may be obtained by addressing the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. (Refer File 15782.)

PROHIBITED EXPORTS FROM THE UNITED STATES.

For the information of United States shippers the Exports Council at Washington, D.C., has authorized the publication of a list comprising articles which have already been determined to be included under the general headings mentioned in the President's Proclamation of July 9. Additions may be made to this list if it is determined that further articles are properly included under the general heading given in the President's Proclamation.

Export licenses are required at present for any article on the subjoined list.

Applications should be addressed, as noted in *Weekly Bulletin* No. 704, to the Bureau of Foreign and Domestic Commerce, Division of Export License, 1435 K street, Washington, D.C.

ARTICLES FOR WHICH EXPORT LICENSES ARE REQUIRED.

- Coal.
- Coke.
- Fuel oils.
 - Lubricating oil.
 - Benzol.
 - Head lantern oil.
 - Toluol.
 - Naphtha.
 - Benzine.
 - Red oil.
- Kerosene and gasolene, including bunkers.
- Food grain, flour and meal therefrom.
 - Corn flour.
 - Barley.
 - Rice flour.
 - Rice.
 - Oatmeal and rolled oats.
- Fodder and feeds.
 - Oil cakes and oil-cake meal.
 - Malt.
 - Peanuts.
- Meats and fats.
 - Poultry.
 - Cottonseed oil.
 - Corn oil.
 - Copra.

ARTICLES FOR WHICH EXPORT LICENSES ARE REQUIRED—*Continued.*

- Cocoanuts, desiccated.
- Butter.
- Fish, dried, canned or fresh.
- Grease, inedible or edible of animal or vegetable origin.
- Linseed oil.
- Lard.
- Meats, all varieties.
- Tinned milk.
- Peanut oil and butter.
- Rapeseed oil.
- Tallow.
- Tallow candles.
- Stearic acid.
- Pig-iron.
- Steel billets.
 - Steel sheet bars.
 - Steel blooms.
 - Steel slabs.
- Ship plates and structural shapes.
 - Iron plates.
 - "I" beams.
 - Mild steel plates.
 - Rolled steel plates.
 - Steel channels.
 - Steel angles.
 - Mild steel plates, ordinary tank quality.
 - Steel beams.
 - Steel plates, $\frac{1}{8}$ of an inch thick or heavier; steel sheets, $\frac{1}{8}$ -inch thick or heavier are classified as steel plates.
 - Small tees and zeos.
 - Structural steel shapes.
 - Boiler plates.
 - Tank plates.
 - Steel doors.
 - Steel car frames.
 - Steel towers.
- Scrap iron and scrap steel.
- Ferromanganese.
 - Fertilizers.
 - Cattle manure, shredded.
 - Nitrate of soda.
 - Poudrette.
 - Potato manure.
 - Potassium salts.
 - Land plaster.
 - Potash.
 - Cyanamide.
 - Phosphoric acid.
 - Phosphate rock.
 - Superphosphate.
 - Chlorate potash.
 - Bone meal.
 - Bone flour.

ARTICLES FOR WHICH EXPORT LICENSES ARE REQUIRED—*Concluded.*

Ground bone.
Dried blood.
Ammonia and ammonia salts.
Acid phosphate.
Guano.
Humus.
Hardwood ashes.
Soot.
Sheep manure, pulverized.
Anhydrous ammonia.
Arms, ammunition, and explosives.
Nitrate of potash.
Rosin.
Sulphur.
Saltpetre.
Turpentine.

CORRESPONDENCE WITH AUSTRALIA SHOULD BE EXPLICIT.

(*American Commercial Attaché Philip B. Kennedy, United States Commerce Reports*)

Circular letters or letters phrased in general terms, sent out broadcast to business firms or Government representatives abroad, may produce serious misunderstanding. Such correspondence will never bring satisfactory results unless the writer knows what he wants to say and says it clearly. The type of circular letter that requires criticism is one that expresses an interest in securing trade but leaves the receiver to draw any conclusion he chooses. Very often, moreover, letters written by a responsible official of an American company directly to a prominent Australian firm in regard to agency representation or direct orders may contain little necessary information. These vague letters are breeders of trouble.

Importing firms in Australia at times have believed that they were treated in bad faith by American firms. There is a certain moral obligation in correspondence which should be recognized. If letters are sent out merely for the purpose of securing preliminary information this should be clearly stated. If a firm is ready to receive orders but is not prepared to enter into permanent agency arrangements this also should be made clear.

CONFLICT OF WHOLESALE AND RETAIL TRADE.

There is a danger also in soliciting general orders. If an American manufacturer accepts orders from both wholesalers and retailers he may find that wholesalers in the future will refuse to deal with him, and that he has lost the best part of the market. It can not be too strongly emphasized that it is essential to make a study of the market and determine upon a policy before going ahead.

Vague correspondence is often embarrassing to the commercial attaché. A letter was recently received from an American firm, transmitting a catalogue and asking for assistance in obtaining Australian business. This firm had never sent to this office a list of its Australian agents, as many American companies have done. From the letter it appeared that it desired assistance in inaugurating its business in Australia. An inquiry, however, brought out that this firm had an American representative in Sydney who had succeeded in doing a large business. The letter was referred to him and possible misunderstanding was avoided. Almost every mail brings one or more letters of this character, necessitating an investigation to find out whether any assist-

ance can be given without tangling up existing business arrangements. Sometimes also a letter is received from a large American company signed by a subordinate official, wherein it is not clear that he speaks for the firm with authority.

UNNECESSARY DUPLICATION OF WORK.

The commercial attaché has received form letters intended for business firms. In one instance a form letter of this kind came from a company by the same mail as a direct letter from one of its officials. Some form letters which have been received were sent broadcast to the consular mailing list. A form letter asking for individual assistance may result in unnecessary duplication of work. In one instance a "follow-up" letter was received, written 27 days after the first, saying that the company had noted with regret that no reply to the previous letter had been received. Banks usually allow 72 days' interest for return mail from Australia.

The manager of an advertising agency in Melbourne said that he read an article in an American trade journal one morning warning against short postage to Australia. This pleased him very much until in the afternoon he received a letter from this identical trade journal with short postage. Instances of this kind are not unusual. They injure the impression of American trade in Australia.

Through acquaintance with many of the leading firms in Australia it is often possible for the commercial attaché to place American firms in direct and favourable connection with local firms most capable of representing them. It is not fair, however, to ask the heads of a large business to give careful attention to a vague letter which gives little information and no clear indication of what is wanted.

INVOICING SOUTH AFRICAN SHIPMENTS.

(The Foreign Trade Bulletin of the American Express Company.)

The new customs regulations of the Union of South Africa call for a specific statement of freight costs on invoice documents controlling shipments, even when goods are sold on c.i.f. terms. Our South African shipping correspondents advise that the omission of these particulars will result in considerable delay in clearing and forwarding American shipments, and direct the attention of American exporters to the absolute necessity for complying with regulations.

Regardless of terms or conditions of sale, all American invoices for goods destined to South Africa should be certified as to "Home Consumption Value" of products, with particulars as to (1) value, (2) inland freight, (3) packing. This is for the reason that the *ad valorem* tariff of the Union of South Africa bases duties on the market value of goods in the country of exportation.

The aim of the South African customs officials is to protect local industries by discouraging the admission of foreign articles sold to local purchasers at prices lower than obtained for similar goods in country of origin. The measure is being strictly enforced as an anti-dumping precaution. It results in an extra close scrutiny of net values specified in invoices, with reappraisal if such values seem less than prevailing prices in country exportation.

In practically all other foreign territories imposing *ad valorem* duties, cost of packing, as well as transportation costs to port of shipment, are included in dutiable value. In many countries duties are calculated on value of goods c.i.f. port of importation.

PRELIMINARY STATEMENT OF THE TRADE OF CANADA FOR JUNE.
Prepared by Trade Statistics Branch, Department of Trade and Commerce, Ottawa.
Months, Three Months, and Twelve Months ending June, 1915, 1916, and 1917.

	Month of June.			Three Months ending June.			Twelve Months ending June.		
	1915.	1916.	1917.	1915.	1916.	1917.	1915.	1916.	1917.
	\$	\$	\$	\$	\$	\$	\$	\$	\$
IMPORTS FOR CONSUMPTION.									
Dutiable goods.....	20,638,409	36,765,226	51,761,825	57,105,342	105,534,477	153,027,945	255,736,257	337,761,864	503,201,674
Free goods.....	14,686,330	29,634,612	45,753,242	41,001,845	80,711,003	138,891,310	108,976,856	258,159,790	441,803,304
Total imports (mdse.).....	35,324,739	66,399,838	97,515,067	98,107,187	186,245,480	291,919,255	425,713,113	595,921,654	951,004,978
*Coin and bullion.....	456,537	388,438	776,554	1,687,789	1,485,596	2,402,405	132,602,879	34,058,009	28,997,629
Total imports.....	35,784,276	66,788,276	98,291,621	99,794,976	187,731,076	294,321,660	558,315,992	629,979,663	980,002,607
Duty collected.....	7,409,238	12,105,268	15,329,381	20,654,312	34,992,403	46,287,689	78,343,187	118,266,846	155,918,514
EXPORTS.									
Canadian Produce—									
The mine.....	4,649,014	7,755,875	4,901,037	12,501,191	17,746,165	15,174,119	58,526,092	71,834,835	83,044,861
The fisheries.....	1,122,570	1,267,883	1,185,376	2,705,331	3,576,132	2,939,218	19,624,268	23,248,778	24,252,339
The forest.....	4,904,152	5,845,672	5,451,576	10,320,695	12,308,649	12,920,935	43,288,935	53,259,354	56,518,595
Animal produce.....	7,808,946	8,473,780	7,331,668	14,608,675	19,873,505	24,223,167	79,107,718	108,147,106	132,145,130
Agricultural products.....	14,269,748	38,744,527	57,869,423	33,634,918	107,484,254	141,105,607	141,611,903	323,510,530	407,035,054
Manufactures.....	9,757,146	32,252,447	39,021,170	39,099,953	81,560,002	132,830,441	108,817,957	284,495,047	528,670,115
Miscellaneous.....	294,270	1,294,678	465,591	707,458	2,832,328	1,295,959	1,260,768	8,917,802	4,817,165
Total Canadian produce.....	42,805,846	95,635,862	116,285,841	113,578,221	245,381,035	330,488,526	447,238,151	873,413,452	1,236,483,259
Foreign produce.....	4,552,656	54,347,307	3,725,324	8,577,775	66,980,732	8,754,248	54,442,421	96,101,389	32,115,204
Total exports (mdse.).....	47,358,502	149,983,169	120,011,165	122,155,996	312,367,767	339,242,774	501,680,572	969,514,841	1,268,598,463
Coin and bullion.....	44,259,738	27,182,069	207,274	50,695,896	27,410,501	755,352	77,715,149	80,287,037	107,376,543
Total exports.....	91,618,240	177,165,238	120,218,439	172,851,892	339,781,268	339,998,126	579,395,721	1,049,801,878	1,375,975,006
AGGREGATE TRADE.									
Merchandise.....	82,683,241	216,383,007	217,526,232	220,263,183	498,616,247	631,162,029	927,393,685	1,565,496,495	2,219,603,441
Coin and bullion.....	44,719,275	27,570,587	983,828	52,383,685	28,896,097	3,157,757	210,318,028	114,345,046	136,374,172
Total trade.....	127,402,516	243,953,544	218,510,060	272,646,868	527,512,344	634,319,786	1,137,711,713	1,679,781,541	2,355,977,613

* NOTE.—It will be noted that the figures relating to the imports of coin and bullion for the twelve months ending June, were : imports, 1915, \$132,602,879, 1916, \$34,058,009; 1917, \$28,997,629; and exports, 1915, \$77,715,149; 1916, \$80,287,037; 1917, \$107,376,543. Although it has been customary to include these figures in trade returns, the total trade figures are seriously disturbed by them in this instance and they should not be taken as an indication of the trade of Canada.

TRADE OF CANADA—TWELVE MONTHS ENDED APRIL, 1917.

Prepared by Trade Statistics Branch, Department of Trade and Commerce, Ottawa.

No. 1—Summary of the Trade of Canada.

	TWELVE MONTHS ENDED APRIL.			
	1914.	1915.	1916.	1917.
IMPORTS FOR CONSUMPTION.	\$	\$	\$	\$
Dutiable goods	401,643,627	272,387,490	301,646,492	477,565,760
Free goods	205,134,680	174,437,808	227,893,059	404,425,122
Total imports, merchandise.....	606,778,307	446,825,298	529,539,551	881,990,882
Coin and bullion	15,044,257	132,231,434	34,152,875	28,118,693
Total imports.....	621,822,564	579,056,732	563,692,426	910,109,575
Duty collected	105,132,340	78,711,880	107,739,356	151,701,450
EXPORTS.				
Canadian produce—				
The mine.....	58,790,534	51,854,627	67,485,603	85,815,673
The fisheries.....	20,532,356	19,866,383	22,497,045	24,708,074
The forest.....	42,797,161	42,605,384	51,129,899	56,080,582
Animal produce.....	53,465,139	75,842,575	104,681,883	128,198,054
Agricultural products.....	193,349,822	134,869,582	264,348,728	363,550,885
Manufactures.....	58,260,053	94,465,960	250,386,418	496,686,244
Miscellaneous.....	129,467	753,143	6,981,208	6,389,670
Total, Canadian produce.....	427,324,630	420,357,654	768,010,784	1,161,429,182
Foreign produce.....	23,605,616	53,946,168	35,913,808	28,822,085
Total exports, merchandise.....	450,930,246	474,303,822	803,924,592	1,190,251,267
Coin and bullion.....	34,130,865	33,104,463	98,663,350	196,544,030
Total exports.....	475,061,111	507,408,285	902,587,942	1,386,795,297
Aggregate trade.....	1,096,883,675	1,088,465,017	1,466,280,368	2,296,804,872

GOODS THAT RUSSIA AND AMERICA BUY FROM EACH OTHER.

DETAILS OF THE INTERCHANGE OF PRODUCTS AS LISTED BY THE DEPARTMENT OF COMMERCE—
AMERICAN METALS AND MACHINERY FOR RUSSIAN RAW PRODUCTS—THE NEW EAST SIBERIA
MARKETS.

(“Russia.”)

What Russia and the United States buy from each other is shown in a good deal of detail in the following tables of exports and imports, covering two years. These figures are the latest that are available from the United States Department of Commerce; and as a guide to Russian-American exchange of goods are in fact more complete for purposes of study than they may at first seem. The two years included are fiscal years of the United States, ending June 13.

For the years before 1914, no such fully itemized lists of Russian-American exchanges have been issued by the United States Department of Commerce. Their absence before 1914 marks the small attention paid in this country to the possibilities

of trade with Russia before war conditions had forced her to come to the United States for many products, aside from military supplies and munitions, which she had previously bought largely from the Central Empires.

The figures for 1914 cover the twelve months from June 30, 1913, to June 30, 1914, and therefore represent the last complete year of Russian-American trade under peace conditions. Those for 1915 include the first eleven months of the war, and the changes in the character, especially of Russia's imports from the United States, mark the passage to war conditions in various ways. One of the first items to draw attention is the practically complete cessation of imports of American mowers and reapers, the value of which dropped from a little over five million dollars to less than forty thousand. Many of the other Russian import items show decided shrinkages, though none of the totals approach the value of reapers and mowers. The shortage of Russian domestic iron and steel, which was recognized before the war began, is reflected in the immediate rise in imports of those metals from the United States, though neither the total values nor the amounts were large. Among articles imported in largely increased quantities, and to large values, were metal-working machinery, wire, naval stores, nickel in various forms, and pre-eminently automobiles, which more than reversed the figures for reapers and mowers. An interesting falling-off is that in binder-twine: very large orders were, however, filled by the United States during 1916. Imports of copper rose largely, and a great amount of zinc was brought in: no figures appear as ground for comparison with earlier purchases of this metal.

The Rise of Vladivostok.

One of the most striking features of the Russian imports figures is the evidence of the rapidity with which Vladivostok took the place of the western Russian ports of entry. Both industrial and military supplies stand out prominently in the increased, or more often the wholly new items of import. All of the 1915 supply of American cotton, amounting to over forty-seven million pounds, entered Russia through her eastern port. Here came also a great increase in automobiles, in metal-working machinery and other manufactures of iron and steel. The item of horseshoes, which was in this case a military item, shows particularly large. Zinc, lead, and copper came in large amounts.

More interesting as to Vladivostok, in many respects, is a feature of Russian imports there which is not covered by the figures for 1915. This is the rapidity with which East Siberia, with Vladivostok as a center, has developed an active market for many kinds of general, miscellaneous merchandise and small wares of every conceivable sort that three years ago no American merchant would have thought of trying to market there. This is one of the few notable changes in Russian-American trade which do not show in these tables.

The figures for 1916, even if they were available in full detail, would not represent the normal character of the goods interchange either into or out of Russia, because of the many restrictions necessarily imposed by the Russian Government in consequence of various results of the progress of the war. It will be seen that while the 1915 figures present some exclusively military goods, like rifles and explosives, the amounts and values of these were not large. As the 1915 items stop with the end of June of that year, the figures do not reach over into the time when American exports of munitions (and also of railways equipment and material), reached large amounts.

America's Purchases.

More curiosity has sometimes been shown in the question what Russia has that America wants or could learn to use. In the list of Russia's exports to the United States, carpet wools, liquorice root, hides and skins, and seeds (grass and sugar-beet) stand out prominently. India-rubber scrap also figures largely. Flax, which the United States bought rather largely from Russia in 1914, almost ceased to be sent during the

calendar year 1916, partly, no doubt, because the imports of Russian flax into America have been made almost wholly through British dealers; perhaps, in part, as to very recent months, because of the operation of the official Russian flax monopoly, which has not yet "connected up" with the world's buyers. Military requisitions by England have also held in that country the pick of line flax, and the great bulk of all other grades available.

Russia's Imports from the United States.

Into European Russia.		Quantities.		Values.	
		1914.	1915.	1914.	1915.
Abrasives—					
Wheels, emery and other...				\$ 20,369	\$ 35,689
All other...				27,944	8,132
Agricultural implements, and parts of—					
Hayrakes and tedders...				59,985	5,616
Mowers and reapers...				5,033,465	38,415
Planters and seeders...				50,192	—
Ploughs and cultivators...				744,067	16,328
Thrashers...				375,217	193
All other, and parts of...				232,644	22,770
Aluminum, and manufactures of...				36,822	36,660
Brass—Articles made from...				35,542	9,166
Breadstuffs—					
Oatmeal...	lb.	957,113	79,300	34,292	3,276
Wheat flour...	bbl.	73,816	1,526	383,985	7,480
All other...				1,242	50
Cars, carriages, other vehicles, and parts of—					
Aeroplanes...	No.	6		65,574	—
Automobiles, and parts of—					
Commercial...	"	2	2,251	5,322	7,666,883
Passenger...	"	926	907	898,458	1,527,768
Parts of (not including engines and tires)...				14,079	123,667
Cars, passenger and freight...				38,000	50,686
Motor cycles...	No.	408	649	75,505	137,771
All other, and parts of...				6,506	7,051
Chemicals, drugs, dyes, and medicines—					
Bark, extracts of, for tanning...				7,884	51,092
Medicines, patent or proprietary...				20,731	111,421
Petroleum jelly, etc...				47,403	118,185
All other...				25,770	825,247
Coffee, green or raw...	lb.	103,457		19,064	
Copper—Pigs, ingots, bars...	"	9,394,980	16,749,206	1,407,939	2,842,961
Cotton, unmanufactured—					
Sea Island...	"	164,064		41,326	—
Upland, and other (including linters)...	"	49,374,011	41,062,654	6,391,183	4,218,116
Electrical machinery, appliances, and instruments—					
Dynamos or generators...				20,335	—
Motors...				28,924	1,665
All other...				69,020	77,502
Explosives—					
Cartridges...				437,504	—
Gunpowder...	lb.		1,149,787		923,571
All other...				552	754,591
Ferrovanadium...	lb.	18,782	148,799	17,704	121,248
Fibers, vegetable, etc., manufactures of—					
Twine, binder...	lb.	29,740,158	6,961,174	2,433,109	555,640
All other...				10,538	1,235
Fly paper...				121,980	—
Fruits—					
Prunes...	lb.	242,853	3,750	22,549	150
All other...				20,244	872
Hair, animal—Unmanufactured...				21,900	—
Hides and skins, raw or uncured—Horse...	lb.	163,469		17,780	—
India-rubber, manufactures of...				22,891	12,616
Instruments and apparatus for scientific purposes...				10,589	120,315
Iron and steel, and manufactures of—					
Bars or rods of steel...	lb.	539,468	1,702,130	11,193	27,425
Builders' hardware—					
Locks...				56,651	8,365
Hinges, and other...				167,395	12,629
Castings, not elsewhere specified...				25,521	6,098
Cutlery...				1,332	60,747
Firearms...				180,120	231,218
Horseshoes...	lb.		583,083		41,581

Russia's Imports from the United States.—Continued.

Into European Russia.	Quantities.		Values.	
	1914.	1915.	1914.	1915.
Iron and steel, and manufactures of—				
Machinery, machines, and parts of—				
Adding machines... ..No.	121	10	25,300	1,593
Air-compressing machinery... ..			20,114	30,381
Cash registers... ..No.	3,223	292	374,521	37,464
Cotton gins... ..“	360	41	121,233	14,876
Engines, and parts of—				
Internal-combustion—gasoline—				
Marine... ..“	363	109	48,593	19,876
Stationary... ..“	489	27	101,041	7,474
Traction... ..“	67	26	196,617	69,370
All other engines... ..“	354	9	218,160	31,494
Parts of... ..			29,684	5,435
Metal-working machinery... ..			1,333,644	2,123,195
Milling machinery... ..			21,913	128,138
Mining machinery... ..			469,148	112,236
Printing presses... ..			70,890	4,930
Pumps and pumping machinery... ..			149,038	25,729
Sewing machines... ..			1,408,497	691,235
Typewriting machines... ..			1,128,629	466,751
Woodworking machinery... ..			56,213	43,161
All other machinery, and parts of... ..			238,966	188,021
Rails for railways, of steel... ..tons.		12,275		356,952
Railway track material (except rails and spikes) such as switches, frogs, fish-plates, splices, bars, etc... ..			83,626	139,225
Scales and balances... ..			116,370	18,866
Tools—				
Saws... ..			55,278	20,605
All other... ..			415,379	289,560
Wire, and manufactures of—				
Wire... ..lb.	50,000	41,196,620	1,057	941,847
Manufactures of... ..			1,268	144,242
All other manufactures of iron and steel... ..			360,760	580,629
Lead, manufactures of... ..			36,458	838,495
Leather and tanned skins, and manufactures of—				
Belting leather... ..			29,991	2,445
Patent leather... ..			34,889	15,344
Sole leather... ..lb.	1,360	1,243,442	521	468,439
Upper—				
Kid... ..sq. ft.	5,478,383	909,977	1,123,617	187,215
All other... ..			16,385	192,048
All other leather and tanned skins... ..			1,801	—
Boots and shoes—				
Men's... ..pairs.	52,898	566,928	158,539	2,863,466
Women's... ..“	38,973	19,306	111,300	57,934
All other manufactures of... ..			3,458	3,729
Meat products—				
Lard compounds and substitutes for lard... ..lb.	463,499	26,861	42,095	2,469
Sausage casings... ..“	1,356,736	76,846	153,012	8,514
All other meat products... ..			19,929	714
Naval stores—Rosin... ..brl.	144,653	5,447	584,076	24,181
Nickel, nickel oxide, and matte... ..lb.	186,626	4,082,280	72,000	1,771,880
Oils—Mineral, refined or manufactured—				
Lubricating, and heavy paraffin oil...gal.	1,278,882	743,500	277,762	150,226
Paints, pigments, colours, and varnishes—				
Dry colours—				
Lampblack... ..			845	30,289
All other... ..			7,239	80,952
Varnish... ..gal.	20,010	484	25,003	1,286
Zinc, oxide of... ..lb.	630,629		24,470	—
All other... ..			238	14,663
Paper, and manufactures of... ..			47,594	30,667
Photographic goods... ..			20,836	36,999
Stone (including marble), manufactures of... ..			65,116	14,658
Surgical appliances (not including instruments)... ..			735	104,115
Wood, and manufactures of... ..			83,665	14,176
Wool, manufactures of... ..			7,233	961,559
Zinc: Pigs, bars, plates, and sheets... ..lb.		11,675,668		1,272,246

Russia's Imports from the United States.—Continued.

Into European Russia.		Quantities.		Values.	
		1914.	1915.	1914.	1915.
All other articles.. . . .				244,782	181,191
Total domestic goods from United States.				\$30,039,887	\$36,645,276
Total foreign goods from United States.				48,756	829,104
Total imports from United States into European Russia.. . . .				\$30,088,643	\$37,474,380
Into Asiatic Russia.		Quantities.		Values.	
		1914.	1915.	1914.	1915.
Agricultural implements, and parts of—					
Mowers and reapers.. . . .				\$ 280,557	\$ 351,747
Ploughs and cultivators.. . . .				39,165	113,936
Thrashers.. . . .				206,808	218,247
All other, and parts of.. . . .				36,997	17,251
Breadstuffs.. . . .				34,817	6,288
Cars, carriages, other vehicles, and parts of—					
Aeroplanes, and parts of—					
Aeroplanes.. . . .No.			57		473,292
Parts of.. . . .					104,450
Automobiles, and parts of—					
Automobiles—					
Commercial.. . . .No.			596		1,903,221
Passenger.. . . .“	12	551		14,998	1,477,809
Parts of (not including engines and tires).. . . .					107,351
Chemicals, drugs, dyes, and medicines.. . . .				3,504	1,338,437
Copper, and manufactures of—Pigs, ingots, etc.. . . .lb.			1,218,534		173,873
Cotton, and manufactures of—					
Unmanufactured—Upland and other.. . . .		47,436,728			4,862,849
Manufactures of.. . . .				30,144	13,418
Electrical machinery, appliances, and instruments—					
Dynamos or generators.. . . .				245	43,804
All other.. . . .				773	74,863
Explosives—					
Gunpowder.. . . .lb.	690	564,681		237	487,118
All other.. . . .				9,807	585,381
Fibres, vegetable, etc., manufactures of—					
Twine—					
Binder.. . . .lb.	1,719,142	18,047,756		147,720	1,384,051
All other.. . . .				942	17,085
All other, manufactures of.. . . .				2,166	232
Fruits and nuts.. . . .				38,164	84,211
Iron and steel, and manufactures of—					
Firearms.. . . .				14,245	1,755,328
Horseshoes.. . . .lb.		6,069,934			696,547
Machinery, machines, and parts of—					
Engines, and parts of—					
Internal combustion—gas—stationary.					
No.	4	24		312	197,373
Steam—Locomotives.. . . .			20		310,000
Metal-working machinery.. . . .				1,381	365,389
Milling machinery—Flour and grist.. . . .					46,069
Mining machinery.. . . .				73,433	122,378
Typewriting machines.. . . .				7,339	48,443
All other machinery, and parts of.. . . .				58,347	280,267
Tin plates, terne plates, and taggers' tin.. . . .lb.			3,532,303		152,107
Iron and steel, and manufactures of—					
Wire, and manufactures of—					
Barbed wire.. . . .lb.		46,608,915			1,093,656
All other wire.. . . .“	350	6,574,437		28	121,557
Manufactures of wire.. . . .				1,482	16,516
All other manufactures of iron and steel.. . . .				43,612	616,845
Lead, manufactures of—Pigs, bars, etc..lb.		7,915,764			285,456
Leather and tanned skins, and manufactures of—					
Leather and tanned skins.. . . .				235	14,270
Harness and saddles.. . . .				327	485,150
All other manufactures of.. . . .				332	1,866
Meat and dairy products—Dairy products—					
Milk—Condensed.. . . .lb.	1,683,157	1,830,448		115,053	115,290

Russia's Imports from the United States.—Concluded.

Into Asiatic Russia.	Quantities.		Values.	
	1914.	1915.	1914.	1915.
Nickel, nickel oxide, and matte.. . . ."		1,423,030	.....	569,020
Surgical appliances (not including instruments.. . . .)				74,023
Wool, etc., manufactures of—Wearing apparel.. . . .			335	271,679
Zinc, and manufactures of—Bars, plates, and sheets.. . . .lb.		9,970,330	.....	866,756
All other articles.. . . .			49,862	147,994
Total domestic goods from United States.			\$1,213,367	\$22,492,887
Total foreign goods from United States..			1,139	860,264
Total imports from United States into Asiatic Russia.. . . .			\$1,214,506	\$23,353,151

Russia's Exports to the United States.

From European Russia.	Quantities.		Values.	
	1914.	1915.	1914.	1915.
Articles, the growth, produce, or manufacture of the United States, returned.. . .	.....	.....	\$ 26,386	\$ 20,168
Asbestos, unmanufactured.. . . .ton.	146	15	24,844	2,895
Bristles.. . . .lb.	20,028	39,770	19,222	69,568
Chemicals, drugs, dyes, and medicines—				
Fusel oil, or amyllic alcohol.. . . .lb.	2,098,374	.....	332,911	—
Glycerine, crude.. . . .	1,959,298	623,675	240,263	81,294
Licorice root.. . . ."	30,907,986	.....	513,360	—
All other.. . . .	.....	.....	60,793	11,102
Eggs.. . . .doz.	388,632	3,540	69,058	669
Fibres, vegetable, etc., and manufactures of—				
Flax.. . . .ton.	2,735	336	506,316	77,647
Hemp.. . . ."	1,379	20	216,206	3,010
All other manufactures.. . . ."	50	.....	8,412	—
Manufactures of.. . . .	.....	.....	39,768	11,728
Fish, cured or preserved—				
Fish (except shellfish) packed in oil.. . .	.....	.....	27,707	833
All other cured or preserved.. . . .	.....	.....	154,763	2,894
Furs, and manufactures of—				
Furs, and fur skins, undressed.. . . .	.....	.....	171,237	115,787
Furs, dressed, and manufactures of.. . .	.....	.....	15,738	1,923
Hair, and manufactures of—				
Horse.. . . .lb.	229,369	2,870	94,516	1,719
Other animal.. . . ."	388,540	2,468	57,870	299
All other.. . . .	.....	.....	2,023	810
Hides and skins (except fur skins), raw or uncured—				
Calf—				
Dry.. . . .lb.	14,396,738	759,334	6,177,695	314,360
Green or pickled.. . . ."	5,350,724	712,379	1,105,175	138,453
Cattle—				
Dry.. . . ."	2,660,452	639,075	768,570	192,866
Green or pickled.. . . ."	6,382,651	54,027	944,609	8,278
Goat, dry.. . . ."	5,131,075	1,556,154	1,133,242	344,497
Horse, colt, and ass—				
Dry.. . . ."	6,427,629	2,020,340	1,402,158	575,683
Green or pickled.. . . ."	556,457	.....	62,548	—
Sheep—				
Dry.. . . ."	8,776,588	826,898	1,705,596	144,483
Green or pickled.. . . ."	381,699	.....	76,973	—
All other.. . . ."	22,535	.....	8,131	—
Hide cuttings, raw, etc.. . . .	.....	.....	22,470	9,875
India-rubber, etc., and manufactures of—				
India rubber scrap, or refuse.. . . .lb	5,018,555	503,163	453,522	44,557
Manufactures of.. . . .	.....	.....	152,290	23,375
Manganese, oxide, or ore of.. . . .ton.	34,810	2,500	197,736	12,285
Meat and dairy products.. . . .	.....	.....	25,340	8,009
Metals and manufactures of.. . . .	.....	.....	24,270	5,681
Oakum.. . . .lb.	432,500	.....	22,306	—
Oils—				
Mineral, refined.. . . .gal.	436,992	78,604	124,235	20,473
All other.. . . .	.....	.....	2,797	27,900
Paper stock, crude.. . . .	.....	.....	40,171	881

Russia's Exports to the United States—Concluded.

From European Russia.	Quantities.		Values.	
	1914.	1915.	1914.	1915.
Paper and manufactures of—				
Books, music, maps, engravings, etc. . .	.....	.....	68,125	20,588
All other.. . . .	.....	.....	960	277
Seeds—				
Grass—				
Clover.. . . .lb.	110,058	30,665	16,068	2,775
Other grass seeds.. . . ."	1,805,068	127,253	96,142	6,531
Sugar beet.. . . ."	352,452	150	28,770	8
All other.. . . .	.....	.....	19,345	1,899
Spirits, wines, malt liquors, and other beverages—				
Spirits, distilled.. . . .pf. gal.	14,514	1,854	23,903	3,089
All other.. . . .	.....	.....	39	73
Tea.. . . .lb.	427,418	49,119	113,641	9,929
Vegetables—				
Beans.. . . .bush.	14,889	.....	23,936	—
Prepared or preserved — Mushrooms, etc.. . . .lb.	257,788	26	122,572	8
All other.. . . .	.....	.....	5,425	—
Wood, and manufactures of—				
Cabinet wood.. . . .	.....	.....	40,837	11,365
Manufactures of.. . . .	.....	.....	15,681	11,764
Wool, and manufactures of—				
Class 3—Carpet wool.. . . .lb.	17,896,101	786,581	2,962,294	106,629
All other unmanufactured.. . . ."	59,092	.....	16,515	—
Carpets and carpeting sq. yd.	6,357	6,409	24,798	4,766
All other manufactures of.. . . .	.....	.....	3,961	955
All other articles.. . . .	.....	.....	216,945	57,720
Total exports of merchandise from European Russia.. . . .	.....	.....	\$20,831,184	\$2,512,381
From Asiatic Russia.	Quantities.		Values.	
	1914.	1915.	1914.	1915.
Chemicals, drugs, dyes, and medicines—				
Fusel oil, or amyllic alcohol.. . .lb.	77,125	.....	\$ 14,192	—
Gums.. . . .	.....	.....	19,610	—
Licorice root.. . . .lb.	23,513,529	6,089,160	396,843	\$103,072
Potash, carbonate of.. . . ."	984,764	71,395	25,220	1,689
Fruits and nuts—				
Almonds, shelled.. . . .lb.	262,564	29,135	81,925	10,472
All other.. . . .	.....	.....	13,996	—
Furs and fur skins, undressed.. . .	.....	.....	125,383	147,567
Hides and skins (except fur skins) raw or uncured—				
Sheep, dry.. . . .lb.	229,729	591	45,198	65
All other.. . . ."	446,779	477,267	39,337	42,706
Ivory, animal.. . . .	11,585	57,560	3,937	44,706
Manganese, oxide, and ore of tons.	63,230	10,510	471,544	130,420
Whalebone.. . . .	8,488	38,590	10,450	66,627
Wood, and manufactures of—				
Unmanufactured—Cabinet woods.. . .	.....	.....	158,760	19,178
Manufactures of.. . . .	.....	.....	12,930	515
Wool, etc., and manufactures of—				
Unmanufactured—Class 3—Carpet. .lb.	5,613,633	1,486,779	871,670	234,946
Manufactures of—Carpets and carpeting. sq. yd.	38,019	13,644	148,745	62,750
All other articles.. . . .	.....	.....	49,233	16,946
Total exports of merchandise from Asiatic Russia.. . . .	.....	.....	\$2,488,973	\$881,659

PRICES FOR CERTAIN CUBAN COMMODITIES.

Mr. J. C. Manzer, representing the Dominion Department of Trade and Commerce in Havana, Cuba, has forwarded under date of July 20, 1917, the following market prices for certain Cuban commodities:—

PROHIBITIVE RATES ON CANADIAN HAY FOR CUBA.

Before the war hay was carried from Boston to Havana for 25 cents per hundredweight or \$5 per ton. Since the war commenced, the rate has been gradually advanced until June 1, 1917, it had reached 80 cents per hundredweight. On June 20 an additional rate of 70 cents was added, making a total of \$1.50 per hundred pounds or \$30 per ton, with 25 per cent added for war risk. This makes a total freight from Boston to Havana of \$37.50 per ton.

Several hundreds of tons sold by New Brunswick dealers for shipment to Havana in July and August have been cancelled, this hay having been sold c.i.f. Havana at from \$36 to \$38 per ton.

Most of the hay arriving here is coming from the middle west by way of New Orleans.

MARKET PRICES.

Ruling market prices c.i.f. Havana this week are as follows:—

Lumber (pine)	per M.	\$40 00 to \$45 00
Lumber (spruce)	"	36 00 to 40 00
Hay—Good No. 2	per ton.	38 00 to 40 00
Oats (American)	per bush.	0 85 to 0 90
Potatoes (Virginian)	"	5 00 to 5 25
Codfish	per cwt.	14 00 to 15 00

DEVELOPMENT OF SWEDISH-CANADIAN COMMERCIAL RELATIONS.

According to the *Journal of the Swedish Chamber of Commerce for the United Kingdom*, a "Swedish Association of Canada" (Svenska Forbundet i Canada) has been established, with offices in Montreal, for the purpose of bringing Swedish nationals in Canada into closer communication with each other for mutual benefit, and for furthering intercourse between Canada and Sweden. It is anticipated that for the present the activities of the association will be largely confined to preparations for closer relations after the war.

Among the objects of the association are: The dissemination in Canada of information regarding Swedish intellectual life and customs, and vice versa; a speedier and more extensive exchange of news between the Canadian and Swedish press; the furthering of commercial intercourse between the two countries, not only through the old channels, but also by taking full advantage of the opportunity which may offer itself at the end of the war for Sweden to replace Germany in furnishing Canada with many lines of specialties needed in the Dominion; and, on the other hand, the facilitation of the export of Canadian foodstuffs and raw materials, such as cereals, minerals, etc., to Europe; and, eventually, the establishment of direct overseas connections between Canadian and Swedish ports.

While the latter project, it is thought by the promoters of the association, may perhaps not materialize for some years, it is considered feasible that ships that now only touch American ports may be induced to make Montreal or Halifax ports of call, and thus eliminate the considerable delay of transshipment in European and American ports that has been a handicap to the extension of Swedish-Canadian commercial relations.

STANDARDIZED CONTAINERS CUT COST OF PACKING.

(United States Commerce Reports.)

The general movement for economy in the shipping room by means of standardization of boxes has been given added impetus recently by the attention it has received from the manufacturers of women's hats. Prominent men in that industry are convinced that the elimination of irregular sizes of boxes would make possible a large aggregate saving for the producing plants of the entire country. One of the manufacturers states that the hat factories would save, the boxmakers would save, and there would be a saving of material which it is necessary to use for filling crevices in the boxes when they are not of a standard size. The packing cost of trimmed-hat manufacturers is estimated at 2 per cent, and if 20 per cent of the packing cost can be saved by standardization, the reduction of expense represents a sum of money which warrants the attention that has been given to the subject.

Leaders in this movement among the hat manufacturers have suggested specific standard sizes for paper boxes and corrugated casings. Their adoption, it is stated, would enable the paper-box makers to regulate their production so that the expense for labour would be decidedly reduced. Larger quantities could be produced without altering the machines, a more rapid output could be expected, the working force could be cut down and more regularly employed, and the labour released would be available for other purposes. Box material would be saved, and larger quantities of boxes could be kept in stock with the certainty that there would be a future demand for them.

CURRENT EVENTS OF INTEREST FROM SOUTH AMERICA.

Mr. George Mallett, of Valparaiso, Chile, has submitted the following notes on trade happenings in South American Republics under date of June 19, 1917:—

CHILE.

Bill for the Limitation of Exportation of Produce.

This Bill is under discussion in the Chamber of Deputies as follows:—

Article 1.—To prohibit during the present year the exports of wheat and flour exceeding a total of 700,000 metrical quintals, counting from the 1st of January last. In this arrangement 70 kilogrammes of flour is counted equal to 100 kilogrammes of wheat.

Article 2.—To prohibit during the same period, the exportation of beans either in grain or any other form, exceeding 150,000 metrical quintals.

Article 3.—To permit any exportation of these products solely via the customs departments of Valparaiso, Talcahuano or Los Andes, while the said Bill is in operation.

Article 4.—To prohibit during the same period the exportation of peas in any form.

Article 5.—To authorize the President of the Republic to adopt the measures or dictate the regulations he may deem necessary, to ensure compliance with the law which shall come into force from date of publication in the *Diario Oficial*.

Opponents are warmly defending their personal interests and meanwhile advantage is taken of the delay in shipping the produce as fast as freights can be obtained.

CHILE AND SCANDINAVIA.

The Danish Navigation Co. (East Asiatic Co.), the recently established Danish Trading Company, Compañía Sueca-Chilena (Swedish), and the Oversea Export and Import Company, Ltd. (Norwegian), have received notice that all exportation from Scandinavia to here is prohibited until further notice, for lack of coal, etc.

PERU.

Financial.

Steps are being taken for the establishment of an agricultural bank in this country with a capital of three hundred thousand pounds sterling.

ECUADOR.

The creation of a national bank is in process in Quito with local capital.

NICARAGUA.

A telegram just published states that the Government has cabled the United States asking for payment of the rent of the lands conceded for the construction of an interoceanic canal.

BRAZIL.

Rio Janeiro announces that a terrible plague of locusts has appeared in the region of Manaos. The Brazilian Government in order to minimize the damage liable to accrue has decided to offer premiums for the destruction of these terrible pests.

A telegram just arrived from Rio Janeiro announces the expected arrival of large consignments of North American flour, which is expected to reduce the price of bread.

BOLIVIA.

La Paz, June 15.—In view of a rumour current that the steamer service to England has been reduced to one steamer per month, which meant disaster to the metal exportation, the Minister of Foreign Affairs has had an interview with the British Ambassador, who assured him the rumour lacked foundation; that on the contrary, during the present month of June thirteen British steamers would leave Pacific ports for Great Britain. Moreover, instructions were issued by the British Government to give preference to Bolivian metals over all other cargoes in the following order: Copper, antimony, wolfram, tin.

El Diario of La Paz, in an editorial to-day, draws attention to the fact that "notwithstanding the reassuring statements of the British Ambassador, the condition is serious, as the Argentine shippers are also practically dependent upon the steamers in transit from the coast."

ARGENTINA.

Buenos Aires announces that the temporary American loan of \$16,800,000, the redemption of which fell due on the 15th, has been renewed up to two-thirds of its original value.

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended July 20, 1917, has been furnished by Mr. Enrique R. Margarite, S. en C., 66 San Ignacio St., Havana:—

FISH IN DRUMS.

Importation:—

July 17, ss. *San Mateo*, 283 drums.

" 18, ss. *Mexico*, 50 drums.

The active demand which was in evidence for fish in drums has not fallen off and as the arrivals are of no importance at all, the prices for haddock and hake have advanced. We quote haddock at $11\frac{1}{2}$ cents per pound and hake at $10\frac{1}{2}$ cents. There are no stocks of codfish in the market, but the demand is so poor that the absence of this fish is unnoticed.

CODFISH IN CASES.

Importation:

July 17, ss. *Chalmette*, 10 cases from New Orleans.

" 17, ss. *San Mateo*, 955 cases from Boston.

" 18, ss. *Mexico*, 238 cases from New York.

A very active demand has continued in evidence for codfish in cases and the prices have advanced again to such an extreme that we can quote at \$16 to \$19 per case for that from the United States and Canada.

HERRINGS.

With a very light demand prevailing, the price of \$1.60 per large box of bloaters, remains unchanged.

GOUDA CHEESE.

The only sort available of Gouda cheese is that from the United States and, with a rather active demand, we can quote at 34 to 50 cents per pound, according to classes.

POTATOES.

Importation:

8,035 barrels from Key West, Fla., U.S.

4,363 " New York, N.Y., U.S.

104 " Tampa, Fla., U.S.

35 " Boston, Mass., U.S.

There is no change to report on the market for potatoes as a very active demand has continued ruling and, on the other hand, the prices are well sustained. We quote at \$8 per barrel, without a quotation on bags, due to the fact that there are no stocks available of this package.

EXCHANGES.

New York, 3 d/s. $\frac{1}{8}$ per cent exchange.

London s/d. at \$4.77 $\frac{3}{4}$.

GOVERNMENT NOTICES AFFECTING TRADE.

British West Indies—Grenada.

With reference to the notice which appeared on page 1479 of *Weekly Bulletin* No. 700, stating that the restrictions on the import into Grenada of certain articles had been removed, Mr. E. H. S. Flood, Canadian Trade Commissioner, Barbados, writes that the above-mentioned restrictions have been re-imposed, dating from July 4, 1917.

NOTES ON FOREIGN TRADE.

Lesser South American Markets.

THE POSITION AND TENDENCIES OF INTERNATIONAL TRADE.

(British Export Gazette.)

Of £46,000,000, the average annual value of British shipments to the South American Republics in the years immediately preceding the war, the Argentine, Brazil, and Chile absorbed about £38,000,000, or 82·6 per cent of the total. There still remained, however, £8,000,000 representing exports from the United Kingdom to the Republics of Bolivia, Colombia, Ecuador, Paraguay, Peru, Uruguay, and Venezuela, markets to which the United States aggregate shipments during the same period averaged £6,250,000 and those of Germany £5,500,000. Japan in those days was hardly a serious competitor for the trade. Put in tabular form, the international interest in these markets was as follows:—

Republic.	United Kingdom.	United States.	Germany.	Other Countries.	Total Imports.
Bolivia.. . . .	£ 950,000	£ 750,000	£1,500,000	£ 50,000	£ 3,250,000
Colombia.. . . .	1,400,000	1,450,000	650,000	500,000	4,000,000
Ecuador.. . . .	550,000	450,000	300,000	800,000	2,100,000
Paraguay.. . . .	400,000	80,000	350,000	370,000	1,200,000
Peru.. . . .	1,700,000	1,650,000	900,000	1,670,000	5,920,000
Uruguay.. . . .	2,100,000	800,000	1,250,000	3,350,000	7,500,000
Venezuela.. . . .	900,000	1,070,000	500,000	1,130,000	3,600,000
Total.. . . .	£8,000,000	£6,250,000	£5,550,000	£7,870,000	£27,670,000

The war has naturally effected drastic changes in the international position in these markets. The German share has, of course, been obliterated; the British participation in 1916 amounted to only £6,427,000, a drop of more than £1,500,000; that of the United States rose to £11,687,000, an increase of nearly £5,500,000; while Japan has made a very successful bid for a portion of the trade. Full details for the last year are not yet to hand, but the respective shares of the United Kingdom and the United States in the import trade of each republic are available, and are as follows:—

Republic.	From United Kingdom.	From United States.
Bolivia.. . . .	£ 294,000	£ 377,000
Colombia.. . . .	1,653,500	2,857,000
Ecuador.. . . .	433,000	1,001,000
Paraguay.. . . .	124,500	18,000
Peru.. . . .	1,080,000	2,797,000
Uruguay.. . . .	1,899,000	2,370,000
Venezuela.. . . .	944,000	2,267,000
Total.. . . .	£6,427,000	£11,687,000

From this it would appear that our American Allies have seized practically the whole of the trade formerly in the hands of Germany; while it is also noteworthy that the United Kingdom increased its shipments to Colombia and Venezuela.

Musical Instruments in New Zealand.

(Consul General Alfred A. Winslow, Auckland, United States Commerce Reports.)

Imports of musical instruments, phonographs, and materials for phonographs into New Zealand have been active during the past three years, and the future is promis-

ing, especially for American supplies. Before the war Germany had a strong hold on the business in this Dominion, supplying a fair instrument at a very reasonable price.

There is little complaint relative to the tone and mechanical action of American pianos, but the style of the cases does not appeal to the average New Zealander. The English style of cabinet is preferred, and it would seem wise for American manufacturers to meet this feature as a means of increasing business.

The number and value of pianos, organs, and harmoniums and value of phonographs, gramophones, and other mechanical musical instruments and records imported for 1914, 1915, and 1916 were:—

	1914.		1915.		1916.	
	Number.	Value.	Number.	Value.	Number.	Value.
Pianos—						
United Kingdom	2,270	\$281,527	3,223	\$372,526	3,098	\$427,658
Canada.. . . .	.....	.....	11	1,912	107	12,249
France.. . . .	28	6,151	38	7,343	74	14,911
Germany	1,480	168,887	41	5,003	2	292
United States.. . . .	25	3,986	45	9,494	136	19,914
All other.. . . .	6	657	4	530	9	1,148
Total	3,809	\$461,208	3,362	\$396,808	3,426	\$476,172
Organs and harmoniums—						
United Kingdom	25	\$ 1,002	39	\$ 2,667	2	\$ 1,942
Canada.. . . .	120	7,202	101	6,355	25	2,219
United States.. . . .	191	9,806	95	5,295	97	7,966
All other.. . . .	11	1,684	.....	.....	12	156
Total	347	\$ 19,694	235	\$ 14,317	136	\$ 12,283
Phonographs, etc.—						
United Kingdom .. . . .	.....	\$ 47,599	.....	\$ 30,761	.....	\$ 42,411
Canada.. . . .	.....	58	.....	394	.....	321
Germany .. . . .	.....	9,071	.....	229	.....	—
United States.. . . .	.....	25,510	.....	18,638	.....	41,497
All other.. . . .	.....	4,283	.....	1,908	.....	2,127
Total .. . . .	.....	\$ 86,521	.....	\$ 51,930	.....	\$ 86,356
Records—						
United Kingdom .. . . .	.....	\$ 48,933	.....	\$ 36,761	.....	\$ 67,888
France.. . . .	.....	49	.....	3,431	.....	1,859
Germany .. . . .	.....	3,251	.....	73	.....	—
United States.. . . .	.....	22,527	.....	22,853	.....	26,853
All other.. . . .	.....	6,978	.....	2,073	.....	993
Total .. . . .	.....	\$ 81,738	.....	\$ 65,191	.....	\$ 97,593

Production of Pyrethrum Flowers in Japan.

The subjoined particulars from the *Japan Chronicle* have been forwarded by Mr. E. F. Crowe, Acting Trade Commissioner, Yokohama.

The centres for the cultivation of pyrethrum flowers (for making insect-powder) in Japan are Hiroshima, Okayama, Wakayama, and Ehime prefectures, the principal foreign customers being the United States, Great Britain, and France. It is only a dozen years, however, since the cultivation of this plant was first taken up on any considerable scale in this country, and this branch of agriculture may be said to be still in its infancy.

The method of making the powder pursued in this country is particularly defective and the quality of the product is far inferior to that of Italy and Austria, the world's principal producers of pyrethrum powder. As a result, exports from Japan are made chiefly as raw material in the shape of flowers; even when exported in powder, consignments have generally to go through a refining process on arrival at their destination.

Since the outbreak of the war, with the reduction or stoppage of the Italian and Austrian products, the foreign demand for Japanese pyrethrum manufactures has

increased, powder being exported in larger quantities. Yet the export of flowers is still more than three times that of the powder, and it is believed that if Japanese manufacturers are able to improve the quality of the powder they produce sufficiently to require no refining process again abroad, there are very bright prospects for the export trade in this line. As a matter of fact, the export trade has achieved a remarkable development during the last few years, as will be seen from the following table:—

Export of Pyrethrum.

	*Kin.	Value. †Yen.
1909..	40,610	20,180
1910..	135,320	63,800
1911..	249,450	104,300
1912..	504,120	221,350
1913..	453,470	171,450
1914..	850,350	384,030
1915..	1,775,080	1,186,900
1916..	1,774,500	1,138,950

* Kin=1·32 pounds.

† Yen=50 cents.

It will be seen that exports have increased from no more than 40,610 kin valued at yen 20,180, to over 1,770,000 kin valued at yen 1,130,000 in the period of eight years. It is obvious that if the trade continues to develop as it has hitherto done, it will not be very long before pyrethrum occupies a place in the list of staple commodities for exportation from Japan. It may be added that this year's output of pyrethrum flowers is estimated at about 5,000,000 kin, and quotations now stand in the neighbourhood of yen 40 per 100 kin.

Japanese Pulp Enters Export Field.

(*Consul General George H. Scidmore, Yokohama, United States Commerce Reports.*)

Japanese imports of pulp have encountered obstacles, but, according to the *Japan Chronicle*, it is believed that the stocks held by paper manufacturers generally are sufficient to last until the end of this year, while the domestic manufacture of pulp, stimulated by import difficulties, has appreciably developed. As a result, efforts are now being made by some merchants to export home-made pulp. The *Chronicle* states that this is not to the disadvantage of those paper manufacturers who are suffering from the scarcity of imported pulp, for what they essentially want is not yet producible in this country. It finds that there is no excessive domestic demand for the pulp that is exported. It reports that the Shima Shoten of Osaka is said to be endeavouring to export Japanese pulp to India, and to have signed a contract for 1,500 tons.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending July 27, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	766,702	567,176	25,768		1,359,646
Consolidated Elevator Co.	314,488	167,610	11,576	58,832	552,506
Empire Elevator Co.	443,065	317,475	14,951	148,490	923,981
Ogilvie Flour Mills Co.	563,002	52,623	8,401		624,026
Western Terminal Elevator Co.	309,787	156,651	18,918	219,842	705,198
G.T. Pacific	775,939	350,030	16,998	57,375	1,200,342
Grain Growers' Grain Co.	482,822	227,160	10,991		720,973
Fort William Elevator Co.	222,560	119,171	5,415	68,991	416,137
Eastern Terminal Elevator Co.	222,519	171,626	7,307		401,452
Port Arthur—					
Port Arthur Elevator Co.	1,323,618	1,230,654	96,441	89,218	2,738,931
D. Horn & Co.	168,098	106,031	12,886	55,558	342,573
Dominion Government Elevator.	87,482	743,905	45,294	119,563	1,796,244
Thunder Bay Elevator Co.	516,498	249,977	27,022	51,705	845,202
Total Terminal Elevators.....	6,996,580	4,459,089	301,968	869,574	12,627,211
Saskatoon Dom. Govt. Elevator.....	95,169	71,463	4,018	8,751	179,401
Moosejaw Dom. Govt. Elevator.....	233,362	35,950	1,962	6,057	277,331
Calgary Dom. Govt. Elevator.....	73,931	46,420	1,306	547	122,204
Vancouver Dom. Govt. Elevator.....	1,026				1,106
Total Interior Terminal Elevators. .	403,488	153,833	7,286	15,355	579,962
Depot Harbour.....	188,310				188,310
Midland—					
Aberdeen Elevator Co.	66,815				66,815
Midland Elevator Co.					
Tiffin, G.T.P.		558,141	11,500		569,641
Port McNicol.....	124,457	1,481,953	5,245		1,611,655
Collingwood.....		41,505			41,505
Goderich.....	214,122	322,502	5,884	11,842	554,650
" Western Canada Flour Mills Co.	154,546				154,546
Kingston—					
Montreal Transportation Co.	251,990	181,038			433,028
Commercial Elevator Co.	23,016	156,116			179,132
Port Colborne.....	88,896	263,348			352,844
Prescott ..					
Montreal—					
Harbour Commissioners No. 1.....	1,233,174	1,703,703	101,307		3,038,184
" " No. 2.....	1,146,084	654,644	13,239		1,813,967
Montreal Warehousing Co.	583,668	1,107,757	68,134		1,759,559
Quebec Harbour Commissioners.....	3,851	73,601		*7,313	84,767
West St. John, N.B.	91,696	3,993	6,252		101,941
Halifax, N.S.	273,310				273,310
Total Public Elevators.....	4,444,235	6,548,301	211,561	19,157	11,223,254
Total quantity in store.....	11,844,303	11,161,223	520,815	903,086	24,430,427

* Corn.

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended July 27, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—Grades				
No. 1 Hard	3,693	.. . . .	1,106,673	1,110,366
No. 1 Northern	888,154	35,841	1,282,606	2,206,601
No. 2	1,205,254	58,933	820,854	2,085,041
No. 3 "	1,190,249	96,847	398,271	1,685,367
No. 4 Wheat	815,391	37,825	252,052	1,105,268
No. 5 " .....	.. . . .	9,194	53,707	62,901
No. 6 " .....	.. . . .	9,409	481,676	491,085
Other	2,893,839	155,439	48,396	3,097,674
Totals	6,996,580	403,488	4,444,235	11,844,303
Oats—Grades				
No. 1 C. W.	24,188	122	1,389	25,699
No. 2 "	1,580,792	29,186	2,277,525	3,887,503
No. 3 "	352,190	22,982	642,408	1,017,580
Ex. No. 1 Feed	776,579	18,677	1,349,936	2,145,192
No. 1 Feed .....	.. . . .	16,430	986,542	1,002,972
No. 2 " .....	.. . . .	5,170	200,376	205,546
Other	1,725,340	61,266	1,090,125	2,876,731
Totals	4,459,089	153,833	6,548,301	11,161,223
Barley—Grades				
No. 3 extra C. W. ....	.. . . .	.. . . .	130,280	130,280
No. 3 C. W.	82,051	1,465	62,556	146,072
No. 4 "	150,981	2,531	2,942	156,454
Feed	22,895	898	5,218	29,011
Rejected	11,429	1,379	10,565	23,373
Other	34,612	1,013	.. . . .	35,625
Totals	301,968	7,286	211,561	520,815
Flax—Grades				
No. 1 Northwestern Canada	437,235	3,028	11,842	452,105
No. 2 C. W.	362,392	6,837	.. . . .	369,229
No. 3 "	41,633	3,977	.. . . .	45,610
Rejected .....	.. . . .	403	.. . . .	403
Other	28,314	1,110	.. . . .	29,424
Totals	869,574	15,355	11,842	896,771
Corn .....	.. . . .	.. . . .	7,315	7,315
Total quantity in store	12,627,211	579,962	11,223,254	24,430,427

**Quantity of United States Wheat, Oats, Rye and Corn in Store at the following
Public Elevators in the East for the Week ending July 27, 1917.**

	Wheat.	Oats.	Rye.	Corn.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Depot Harbour		115,117			115,117
Aberdeen Elevator Co.				105,371	105,371
Midland Elevator Co.		852,400			852,400
Tiffin, G. T. P.					-
Harbour Commissioners No. 1					-
" " 2	5,060		1,812	33,494	40,366
Total, United States Grain	5,060	967,517	1,812	138,865	1,113,254

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East on July 27, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>July 27, 1917.</i>			
Terminal Elevators.....	6,996,580	5,630,631	12,627,211
Interior Terminals.....	403,488	176,474	579,962
Public Elevators in the East.....	4,444,235	6,779,019	11,223,254
Total.....	11,844,303	12,586,124	24,430,427
<i>July 28, 1916.</i>			
Terminal Elevators.....	10,693,589	7,142,452	17,836,041
Interior Terminals.....	788,509	135,259	923,768
Public Elevators in the East.....	6,067,866	6,444,355	12,512,221
Total.....	17,549,964	13,722,066	31,272,030
<i>July 29, 1915.</i>			
Terminal Elevators.....	1,667,472	1,726,675	3,394,147
Interior Terminals.....	38,654	60,722	99,376
Public Elevators in the East.....	618,755	1,496,159	2,114,914
Total.....	2,324,881	3,283,556	5,608,437
<i>July 30, 1914.</i>			
Terminal Elevators.....	1,914,555	3,593,014	5,507,569
Public Elevators in the East.....	2,937,887	2,793,816	5,751,703
Total.....	4,872,442	6,386,830	11,259,272

TRADE INQUIRIES.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, REGINA, WINNIPEG INDUSTRIAL BUREAU, CHAMBRE DE COMMERCE DE MONTREAL, MONCTON, N.B., SAULT STE. MARIE, ONT., FORT WILLIAM, ONT., and PORT ARTHUR, ONT.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1111. **Birch squares.**—A large bobbin manufacturing firm in Yorkshire wishes to be placed in touch with Canadian manufacturers of birch squares cut in lengths of 2 feet, 2½ feet, 3 feet, 3½ feet and 4 feet, 75 per cent being 4 feet long. The sizes of the squares are 1 inch by 1 inch, 1½ inch by 1½ inch, 1¼ inch by 1¼ inch, 1⅜ inch, and 1½ inch by 1½ inch.

1112. **Brass-headed nails.**—A firm of general ironmongers and importers wishes to get in immediate touch with Canadian manufacturers of fancy brass-headed nails for upholstery purposes.

1113. **Boots and shoes.**—A London firm who are buyers of medium and high-class boots and shoes for shipment to Rhodesia, inquire for the addresses of Canadian manufacturers, preferably those carrying samples in the United Kingdom.

1114. **Box shoofs and excelsior.**—A London firm ask to be placed in correspondence with Canadian manufacturers of box shoofs suitable for fresh and dried fruits and canned goods, for shipment to South Africa. Quotations f.o.b. Montreal. The same firm also desire to hear from Canadian manufacturers of excelsior.

1115. **Canned fish, fruits, vegetables, meats, etc.**—A firm of produce importers in Leith, Scotland, who claim large transactions with the wholesale provision trade, wish to form connections with Canadian packers of canned salmon and other fish, fruits, vegetables, meats, etc., who are not already represented in the United Kingdom.

1116. **Wire nails.**—A Birmingham firm is open to purchase large quantities of wire nails.

1117. **Tubing.**—A Birmingham firm is open to represent Canadian manufacturers of wrought iron and galvanized iron gas tubes.

1118. **Cobalt oxide, etc.**—A firm of chemical merchants at Manchester wishes to get in touch with Canadian manufacturers and exporters of oxide of nickel and cobalt, and molybdc acid.

1119. **Meats.**—A Liverpool firm largely engaged in Australian and New Zealand mutton and lamb import business wish to form connections as selling agents with Canadian shippers of the above.

1120. **Agricultural implements and machinery.**—A Port Elizabeth firm ask for communications from Canadian manufacturers of cultivators, ploughs and harrows, seed drills, harvesting machinery, chaff cutters, grinding mills, and baling presses.

1121. **Dairy machinery and utensils.**—A Port Elizabeth firm ask for particulars of sale from Canadian manufacturers of cream separators, dairy utensils, churns, cream and milk cans.

1122. **Pumps, piping and fittings.**—A Port Elizabeth firm ask for immediate correspondence from Canadian manufacturers of pumps, pump standards, foot valves and strainers, sluice valves, brass pump cylinders, steel pump rods, piping, black and galvanized.

1123. **Foodstuffs.**—A manufacturers' agent established for sixteen years in South Africa, headquarters in Cape Town, branches in principal centres, is prepared to take up Canadian agencies in any line of export foodstuffs, proprietary lines and grocers' specialties of any kind. Immediate correspondence is requested either for immediate business or preparation for after-the-war trade.

1124. **Agencies.**—A South African firm of manufacturers' agents, with best of references and sixteen years' standing, thorough connection with wholesale trade, and Government purchasing departments, are prepared to take up any Canadian agencies except machinery. Immediate detailed correspondence requested with object either for immediate trade or organization for after the war.

1125. **Chemicals and medicines.**—A Cape Town firm specializing with the drug trade are prepared to take up Canadian representation of any chemicals or drug store preparations.

1126. **Hardware agencies.**—A Johannesburg firm of manufacturers' agents, with branches in four principal centres are prepared to take up Canadian representation in all hardware lines. Correspondence is invited either for immediate work or preparation for after-the-war trade.

1127. **Mining supplies.**—A Johannesburg firm with branch offices in principal centres, are prepared to take up selling agencies for Canadian manufactures in such lines as shovels, spades, handles, brooms, tools, wire netting or any mining supply line, except machinery.

1128. **Building material.**—A Johannesburg firm of manufacturers' agents seek the representation of Canadian firms prepared for export in such lines as builders' hardware, veneers, wallboards, lumber, paints and varnish.

1129. **Iron and steel, piping, wire nails.**—A Johannesburg firm with branches in four principal centres, are prepared to take up representation of Canadian agencies in any of the above lines.

1130. **Motor tires and accessories.**—A Johannesburg firm of manufacturers' agents ask for immediate correspondence from Canadian firms prepared to export any motor accessories or motor tires.

1131. **Box shooks.**—A Cape Town firm of sweet manufacturers ask for quotations on box shooks in two sizes in sets of 1,000 and 500 each. The sizes required are:—

Box A.—23 inches long, 13 inches high, 7 inches wide, inside measurement. Thickness: Ends, $\frac{1}{8}$ inch; rest of box, $\frac{7}{16}$ inch. Shipment of 1,000 boxes.

Box B.— $8\frac{5}{8}$ inch wide, 14 inches high, 24 inches long, inside measurement. Thickness: Tops and bottoms, $\frac{3}{8}$ inch; sides, $\frac{1}{2}$ inch; ends, $\frac{5}{8}$ inch. Shipments in sets of 500 boxes.

Settlements will be made through firm's New York agents.

1132. **Box shooks.**—A Cape Town firm of agents request correspondence from Canadian manufacturers of box shooks. This firm is in a position to place extensive orders, and if Canadian manufacturers prepared for export will correspond, full particulars will be submitted at once.

1133. **Fittings for wood bedsteads.**—A Cape Town firm of wood bedstead manufacturers ask for quotations and particulars on bedstead fittings. For illustrations and full information see page 278.

1134. **Oil stoves, heaters and fittings.**—An Orange Free State firm ask for catalogues and prices from Canadian manufacturers of oil stoves, heaters and fittings for either.

1135. **Agricultural machinery.**—A Port Elizabeth firm specializing in agricultural machinery make inquiry for leveller and grader. Catalogues and price lists requested at once.

1136. **Handles.**—A New Zealand firm wishes to secure supplies of axe, hammer, scythe, pick, shovel, etc., handles. They have a strong connection in New Zealand and wish to obtain Canadian wooden goods in this line. They would also be glad to hear of Canadian manufacturers of wringers who wish to extend their business to New Zealand. Prices should be f.o.b. Vancouver.

1137. **Tweeds and home spun.**—A firm in Barbados, carrying on gentlemen's tailoring, would like to receive samples of tweeds and home spun from Canada.

1138. **Cartridges.**—A well-established firm in Barbados desires to be put in communication with Canadian manufacturers of shotgun cartridges.

1139. **Boots and shoes.**—A manufacturers' agent in Barbados would like an agency for Canadian boots and shoes.

1140. **Leather goods.**—A manufacturers' agent in Barbados makes inquiry for Canadian leather goods, with a view to securing an agency.

1141. **Men's outfitters.**—Canadian manufacturers of men's furnishings are asked to communicate with a manufacturers' agent at Barbados.

1142. **Agricultural forks.**—A hardware firm in Barbados is anxious to secure quotations from Canadian manufacturers of agricultural forks and fork handles.

1143. **Hoes and cane bills.**—A hardware firm in Barbados is open to transact business with Canadian manufacturers of hoes and cane bills.

1144. **Canvas.**—A hardware firm in Barbados asks to be put in touch with Canadian manufacturers of canvas.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

(*Circulated within Canada only.*)

Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

*Canada Year-Book. (*Price, \$1.00.*)

*Census Returns. (*Price of volumes vary.*)

*Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.

Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, Lonja del Comercio. Apartado 1290, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, care of H. B. M. Consul, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nasseau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bagota, British Consul General.

Ecuador:

Quitto, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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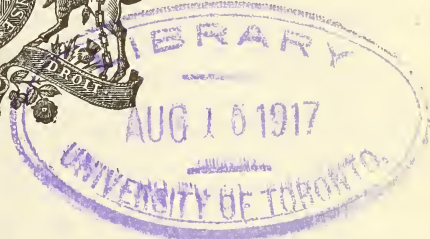
CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

Commercial Intelligence Journal

VOL. XVII.



No. 707.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, AUGUST 13, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
PRINTED BY J. DE L. TACHÉ,
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, August 13, 1917.

No. 707

AUSTRALIA.

REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, June 13, 1917.

SPECIAL COTTON GOODS REQUIRED IN AUSTRALIA.

There is most extensive recurrent demand in Australia for special lines of cotton goods, samples of which are now available for the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to File No. 17237).

Some confidential particulars as to pre-war and recent quotations may also be obtained on application to the Department. Prices have materially advanced since the war, and there is now a marked scarcity of these goods to which the earnest attention of cotton manufacturers in the Dominion is directed.

It is an opportune time to submit competitive samples and prices which are assured of the sympathetic consideration of the principal Australian buyers. See Trade Inquiries Nos. 1146 and 1147.

If a few sets of samples and quotations for large quantities of the articles commented upon in subsequent paragraphs are sent to this office, they will be promptly brought under the notice of the largest importers and users in the Commonwealth and every effort will be made to secure a portion of this important trade for Canadian manufacturers.

It is more expeditious to forward samples and to obtain delivery by parcel post than by any other method.

AUSTRALIAN EXPORTS OF FROZEN MUTTON, LAMB AND BEEF.

Australia's export trade in mutton and lamb preserved by cold process has, in recent years, advanced rapidly. In all the States considerable attention is now being paid to the breeding of a class of sheep that will best meet the requirements of the consumers.

Crosses between the Merino and the Lincoln, or between the Merino and the Leicester breeds, have proved exceedingly valuable, as they furnish both a good quality of wool and also an excellent carcase for export purposes. The breeding of the Shropshire and Southdown sheep with a view to combining meat production with that of wool is also on the increase.

Special attention is being paid to the raising of lambs for the home market, as it is becoming very widely recognized that with suitable breeds the export trade in lambs is a very profitable one.

Australia's principal customer in this trade has been the United Kingdom which has absorbed nearly 95 per cent of the total quantities exported from the Commonwealth in the last few years. Small shipments have been made to Canada, Philippine

Islands, etc. There is at present an embargo on exports to all countries except the order of the Imperial authorities for war purposes.

The export trade in beef, preserved by cold process, is with the United Kingdom, the Philippine Islands and the South African Union. Queensland is easily the largest beef-producing state in the Commonwealth. As in the case of mutton and lamb, the beef is wrapped in cotton stockinette to ensure cleanliness in transit and the contents opening up in good order and condition.

For the purpose of this report, it is only necessary to quote the number of carcasses of mutton and lamb and quarters of beef (not the weights) to indicate the demand for the wraps, all of which are imported.

Australian shipments of frozen meats in 1913 and 1914 were:—

	1913.	1914.
Mutton. carcasses.	3,166,082	2,757,499
Lamb. "	1,572,950	1,662,558
Beef. quarters.	1,508,181	1,908,989

In addition to the Australian requirements, it may interest Canadian manufacturers to have the figures relating to the exports of frozen mutton, lamb and beef from the Dominion of New Zealand, which were furnished by the Canadian Trade Commissioner in New Zealand, Mr. W. A. Beddoe. The figures for 1913 and 1914 were as follows:—

	1913.	1914.
Mutton. carcasses.	2,208,330	2,557,639
Lamb. "	2,956,249	3,854,348
Beef. quarters.	130,440	162,796

COTTON SAMPLES AT OTTAWA.

The cotton samples now open for inspection at the Department of Trade and Commerce, Ottawa, are:—

- Cheese caps—6 inch diameter.
- Cheese caps—12 inch diameter.
- Cheese binding—33 inch for 10 pound cheese.
- Cheese binding—21½ inch for 40 and 60 pound cheese.
- Stockinette—12 inch for mutton and lamb wraps.
- Stockinette—18 inch for beef wraps.

AUSTRALIAN PRODUCTION OF CHEESE.

To illustrate the demand for cheese caps and binding, it may be stated that in 1914 Australia produced 21,240,411 pounds of cheese.

The sizes produced are 10 pounds (chiefly for local trade) and 40 and 60 pounds for export. The same sized caps are used for both 40 and 60 pound cheese, the difference in weight being in the additional height.

As similar goods are much more extensively used in Canada, it is considered that Canadian manufacturers control the trade and, hence, are in a position to export cheese caps and binding to Australia.

CHEESE CAPS FOR ENDS.

In making exports to Australia, it is necessary to send supplies in such packing as the trade has become accustomed to handle them.

Cheese caps are packed in round cardboard boxes of 1,000 each, with a piece of paper inserted to indicate each hundred, and then in zinc lined cases containing up to 50 boxes (or 50,000 caps).

CHEESE BINDERS FOR SIDES.

Cheese binders are made in tubes, those for the 10 pound cheese contain 3 tubes (or compartments) whereas the 40 and 60 pound cheese are in a single tube.

Binders are first wrapped in white paper, then in brown, then in a waterproof paper or material, and finally are packed up in hessian bales bound with four iron hoops; about 5 hundredweight of the large and 3 hundredweight of small binders go to the bale.

STOCKINETTE WRAPS FOR MUTTON AND LAMB.

The sample of cotton stockinette wrap at Ottawa represents one taken from an ordinary bulk shipment, hence the quality must, at least, be met to attract trade. This material for wrapping frozen mutton and lamb is made in tubular form 12 inches wide and—as required—is cut off and sewn up at one end for the purpose of making the wrap or bag.

It is imported in lengths of 105 yards long, the weight approximately $10\frac{1}{2}$ pounds to the piece, 50 pieces of which are packed in waterproof paper, then in a pressed hessian—iron hooped—bale. From the figures given in the previous paragraph, it will be observed that sufficient tubular stockinette was used in 1913 to pack 4,739,032 and in 1914 to pack 4,420,057 carcasses of Australian mutton and lamb for export which demonstrates the extent of the demand.

STOCKINETTE WRAPS FOR BEEF.

In packing quarters of Australian beef for export, cotton tubular stockinette 18 inches wide is chiefly used, although a few packers ask for 24 inch. This tubular material, obviously, is made to stretch considerably to conform with the size of the quarters. The quality, packing, etc., approximates that of the stockinette used for lamb and mutton. The 1913 exports were 1,508,181 quarters and for 1914 the figures were 1,908,989 quarters, all of which were wrapped in stockinette.

CUSTOMS DUTIES ON CHEESE CAPS, BINDERS AND STOCKINETTE WRAPS.

Under item 122 of the Commonwealth Customs tariff, the net duties on cheese caps are $27\frac{1}{2}$ per cent if made in the United Kingdom only and 33 per cent if made in all other countries.

The duty on cheese binders and tubular stockinette for packing mutton, lamb and beef is “free” if made in the United Kingdom and $5\frac{1}{2}$ per cent net if made in all other countries.

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. Norman D. Johnston*).

BRISTOL, June 28, 1917.

MARKET FOR HARDWARE PRODUCTS.

In continuation of the report on products which find a ready sale in the United Kingdom the undergoing information will deal with certain hardware articles in demand.

The same remarks apply to these commodities as were given in last month's report on the market for woodenware articles. Their importation into the United Kingdom is restricted but there is likely to be great trade competition after the war

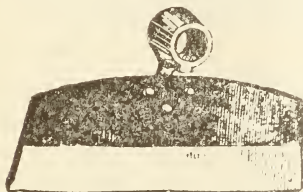
and Canadian manufacturers should be making plans for the future. Those firms which have decided on the goods they wish to export and have made arrangements for representation and have samples on the spot will be in the most advantageous position to obtain the trade immediately after the close of hostilities and make future connections when other concerns are only getting ready.

Most of the products mentioned have been supplied by the United States and there would appear to be no reason why Canadians should not get a share of the trade. There are many houses in Canada making excellent products which would be suitable for this market and there are others which, although not producing articles which would meet the requirements of the English market, could without much difficulty manufacture commodities of a suitable nature, while there are others now doing war work which could profitably use their machines for the production of products which would find a good sale in the United Kingdom. The following information is therefore given by way of suggestion in order to indicate some of the lines which are sold in good quantities.

On account of the number of products mentioned it is necessary to deal with them briefly but if any Canadian concern have a line which they would like to introduce on the market it is suggested that they communicate with this office and all possible information and assistance will be given.

DEMAND FOR GARDEN TOOLS.

There is a large demand for the various kinds of garden tools. The following are a few of the styles which find a good sale.



Garden hoe.



Dutch hoe.

The different kinds of hoes sold are many, as the various parts of the United Kingdom prefer different shapes, but the two shown are sold in large quantities. The short-necked garden hoe as illustrated is of steel and is made half bright and black. They are put on the market in four sizes, 3, 4, 6 and 8-inch widths which wholesaled in 1914 at 2s. 9d., 3s., 4s. and 4s. 6d. per dozen respectively (67 cents, 73 cents, 97 cents, and \$1.10). Dutch hoes are used very extensively in these parts and are made all steel in 3, 4, 5 and 6-inch sizes, which sold wholesale at 5s., 5s. 3d., 5s. 9d. and 6s. 3d. (\$1.22, \$1.28, \$1.40 and \$1.52) per dozen.

Garden Rakes.

Rake with solid teeth.

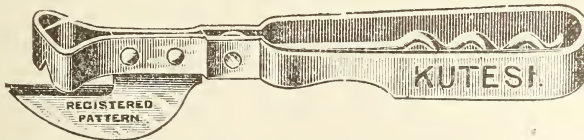
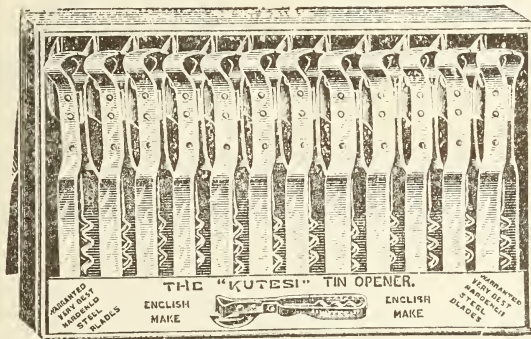
This garden rake has round solid teeth. It is manufactured with 8, 10, 12, 14 or 16 teeth, which when japanned the wholesale price (in 1914) ranged from 3s. 3d. (79 cents) per dozen for the smallest size to 6s. 9d. (\$1.64) per dozen for the largest size. The ten-tooth rake in cast and steel wholesaled at 3s. 6d. (85 cents) per dozen.

Forks.

There is also a large demand for forks but as the same sizes are used in the United Kingdom as in Canada it is unnecessary to go into detail.

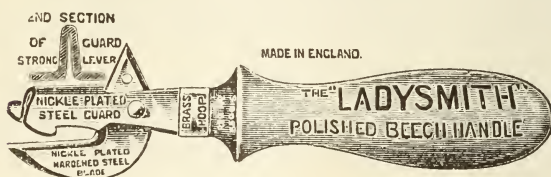
SALE FOR TIN OPENERS.

A great number of tin openers are sold in the United Kingdom. There are many varieties, but two kinds of English-made openers are here shown, together with the method of packing them for show purposes. There have also been certain kinds imported from the United States.



Tin opener with cork screw.

These tin openers with cork screws are sold in boxes of one dozen which sold wholesale for 3s. 8d. (90 cents) and in boxes of three dozen which wholesaled at 3s. 5d. (83 cents) per dozen.



Tin opener.

The above tin openers are also sold wholesale in boxes of one dozen at 4s. (97 cents) and in three dozen lots at 3s. 9d. (91 cents) per dozen.

OPENING FOR DRAWERS.



Drawer.

Drawers similar to that illustrated are in good demand; they are sold wholesale with polished handles and two prongs at about 8s. 3d. and 11s. (\$2 and \$2.68) per dozen.

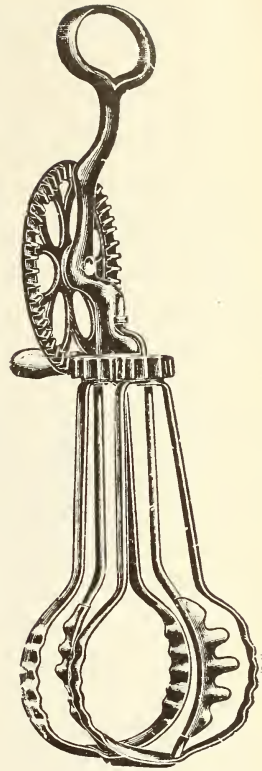
EGG BEATERS WANTED.



No. 1.



No. 2.



No. 3.

The above will indicate some of the egg beaters sold in this market. A great many come from the United States. Illustration No. 1 is a combination egg beater, cream whip and mayonnaise mixer. It wholesaled in 1914 for 8s. 6d. (\$2.07) per dozen.

No. 2 is an American egg beater which is sold here in two sizes: household size at 3s. 6d. (85 cents) per dozen wholesale, and hotel size at 9s. (\$2.19) per dozen.

No. 3 is also of American origin and is sold in two sizes. The household sold wholesale at 4s. 6d. (\$1.10) per dozen and the hotel size at 8s. 6d. (\$2.07) per dozen.

EGG WHISKS REQUIRED.

The following are two kinds of egg whisks which obtain a ready sale:



No. 1.



No. 2.

Wire whisk No. 1 wholesaled for 8s. (\$1.95) and retailed at 12s. (\$2.92) per dozen, while No. 2, which is four inches in length, wholesaled for 3s. (73 cents) and retailed at 4s. 6d. (\$1.10) per dozen.

MARKET FOR BREAD OR CAKE KNIVES.

Bread or cake knives find a large sale in the United Kingdom. The two kinds here shown are both made in the United States and sold in good quantities in this country:



No. 1.

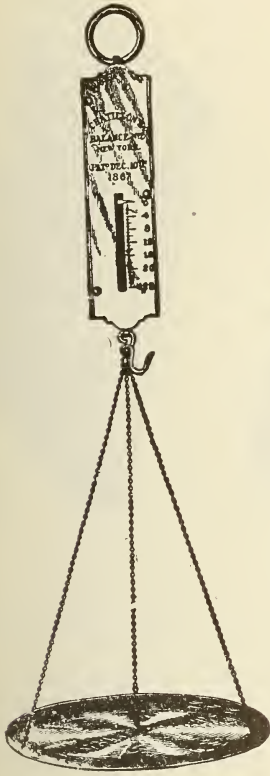


No. 2.

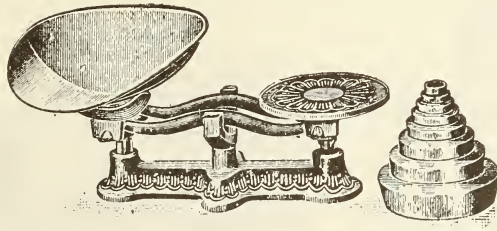
Illustration No. 1 wholesaled for about 3s. 6d. (85 cents) and retailed for 5s. 3d. (\$1.28) per dozen. No. 2 sold at a wholesale price of 9s. (\$2.19) which retailed at 13s. 6d. (\$3.28) per dozen.

LARGE SALE FOR SCALES AND BALANCES.

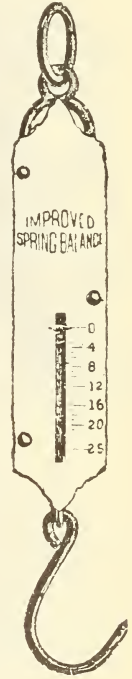
There is a large sale for scales and balances, especially those suitable for household purposes. The United States does a good business in some of these products. The illustrations will indicate some of the types which find a ready sale.



Spring balance with pan.



Scales and weights.



Pocket balance.

The household scales shown above have weights from $\frac{1}{4}$ ounce to 2 pounds and wholesaled at 3s. (73 cents) while the retail price was 4s. 6d. (\$1.10) each.

The pocket balance and the spring balance with pan are each made to weigh from one to twenty-five pounds. The former wholesaled for 4s. 6d. (\$1.10) and retailed at 6s. 9d. (\$1.65) per dozen while the latter sold at a wholesale price of 9s. (\$2.19) and a retail price of 13s. 6d. (\$3.16) per dozen.

REQUIREMENTS IN POKERETTES.

Small pokers or pokerettes are sold in large quantities.

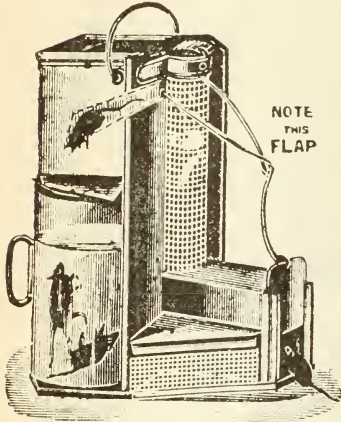


Pokerette.

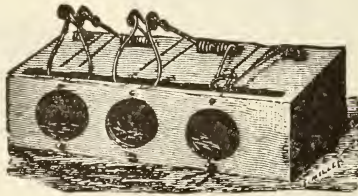
This pokerette, which has been imported from the United States, will show the type of article wanted. They are usually nickel plated.

NUMBERS OF MOUSE TRAPS USED.

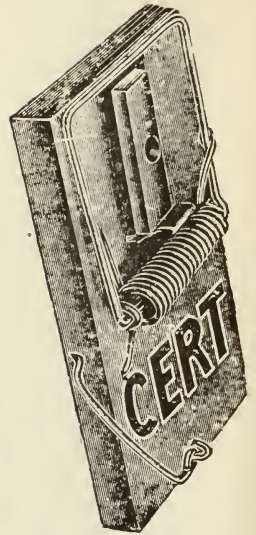
Quite a few different styles of mouse traps are sold but the types illustrated find a large sale in this country.



No. 1.



No. 2.



No. 3.

The automatic mouse trap (No. 1) is of French origin. It is very ingenious as it is always set. It is made of painted tin and wholesaled for 12s. (\$2.92), while the retail price was 18s. (\$4.38) per dozen.

No. 2 is sold with two, three, or four holes, which wholesaled for 1s. 6d., 2s. 4d. and 2s. 9d. (36 cents, 57 cents, and 67 cents) per dozen respectively. The retail price was 2s. 3d., 3s. 6d. and 4s. 1d. (55 cents, 85 cents and 99 cents) per dozen.

No. 3 sold wholesale for 7s. 6d. (\$1.82) and retailed for 11s. 3d. (\$2.74) per gross.

OTHER HARDWARE ARTICLES IN DEMAND.

There are a number of other hardware articles for which there is a demand. Among these may be mentioned lawn mowers, tree pruners, hand pruners, hay forks, manure forks, hammers, hatchets, flytraps, mincers and lanterns. If any Canadian concern would like to have information respecting the market for any of these products it is suggested that they communicate with this office.

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(Mr. J. E. Ray.)

BIRMINGHAM, July 4, 1917.

DEMAND FOR WIRE NAILS.

Inquiries for wire nails continue to be received at this office, and importers would welcome an increase of the quantities already being exported from Canada. It is realized that both manufacturing and transportation difficulties are at present confronting Canadian exporters, but there exists a general impression that larger consignments should be forthcoming.

Canadian manufacturers of wire nails have considerably augmented their sales to the United Kingdom during the war period, these having advanced from 1 ton in 1913 to 16,169 tons in 1915, and there can be no doubt that when the statistics for 1916 are published, they will exhibit a still greater increase. In connection with these statistics, however, it is instructive to note the large increase of imports from the United States during the same period, namely, from 6,663 tons to 30,822 tons.

In normal times Belgium was the main source of Great Britain's supply, with Germany as a close second. Imports from those two countries in 1913 were 22,887 tons and 19,959 tons, respectively, the total British imports being 50,248 tons.

Firms with wire nails to offer are invited to forward their quotations to the Birmingham office, when they will be placed before the leading buyers.

INQUIRIES FOR TUBING.

During the week inquiries have been received for wrought iron and galvanized iron gas tubing. Large quantities are used in Birmingham and district, and if prices are competitive, satisfactory sales should be made.

DEMAND FOR CASEIN.

There is at present a good demand for casein, supplies of which are usually drawn from Denmark. It is packed in casks containing one hundredweight, and if any quantity of this commodity is available for export, Canadian firms interested can be introduced to manufacturing chemists in Birmingham prepared to take several tons a year.

Quantities imported are not quoted in official publications, but the value of the imports in 1915 is quoted as \$400,000, approximately.

VISIT TO BIRMINGHAM OF H. M. TRADE COMMISSIONER TO CANADA.

During the last ten days Mr. C. Hamilton Wickes, H. M. Trade Commissioner to Canada has been interviewing manufacturers and merchants in Birmingham who are desirous of developing export trade with Canada. Although manufacturers in this district are working day and night on munition orders, they are fully conscious of the fact that the war cannot continue indefinitely, and that in due course, the enormous quantities of machinery laid down during the last three years, will have to look abroad for employment. Manufacturers, therefore, are not only striving to fill the numerous foreign and colonial orders on hand, but they are studying overseas requirements and accumulating information for utilization after the cessation of hostilities.

The Canadian market appears to be receiving special attention. During his visit to Birmingham, Mr. Wickes has been interviewed by 70 or 80 firms desirous of initiating or extending commercial transactions with the Dominion.

SOUTH AFRICA.

REPORT OF TRADE COMMISSIONER.

(Mr. W. J. Egan.)

CAPE TOWN, S.A., May 11, 1917.

CANADA'S IRON AND STEEL TRADE WITH SOUTH AFRICA: PART I.

The first review in detail of Canada's 1916 export trade with South Africa is submitted in this report, which covers the iron and steel trade and manufactures of same. Other reports covering special classes of trade will be submitted in the near future.

The tables showing value of imports are arranged to compare the value of this trade during the past two years with that of 1913, which was the best year of trade for South Africa in normal times. As of necessity, owing to the geographical conditions, Canada must look upon the United States of America export trade as its keen competitor; the tables are also arranged so that the Canadian manufacturer may see at a glance the trade of the United States compared with Canada's in the South African field. In addition, the total trade is shown as well as that of the principal countries exporting to this market.

The total import trade under any of the headings in this report should bring home to Canadian manufacturers the splendid market that is at hand for their products if they will only make up their minds to secure a larger share of it by direct representation. The only Canadian firms securing a fair or good business on this market are those who are represented on the spot.

If the Canadian manufacturer who has only flirted with the idea of export trade was to give the matter his serious attention, he would find that he can secure an opening in this field at a much smaller cost than it takes to open a new territory in many districts of Canada. The trade can be secured on the best of terms as nearly every South African firm is prepared to do business on the most favourable cash discounts offered. Canadian banks should be able to arrange with their corresponding banks in South Africa for information *re* standing of South African firms and so arrange that the Canadian manufacturer may secure his cash against shipping documents.

The South African merchants are indeed well satisfied with Canadian iron and steel goods. At the start there was a little trouble in some lines *re* packing and proper invoicing, but this was soon made right by the Canadian companies interested.

There is no doubt that war conditions have helped to place many more Canadian hardware and iron and steel lines on the market than would otherwise have been, but representation at the right time was the reason for success with the ranges represented.

The trade generally in South Africa state time after time: "We are sure that we can buy more lines from your country; we want to buy them, we will give you the preference; we will help your manufacturers to secure our American continent trade, but show us samples, quote your prices, come after it."

Another point which will help Canadians now in the field and newcomers, is the South African merchants' appreciation that much of the Canadian supply in iron and steel goods could have secured better prices in other markets. Many have said: "The fact that you are making a considerable endeavour now will surely not be forgotten, but let us see and hear from more of your people; look how your American neighbours come after the business."

Pipes, Piping and Fittings—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$1,856,000	\$ 2,100	\$158,000	\$1,180,000	\$492,000
1915..	1,019,000	9,600	288,200	680,000	40,500
1916..	1,010,200	71,100	367,300	520,500	50,400

This is one of the lines on which Canada has made big headway since 1913. The 1913 figures show the value of representation for a Canadian house through a London, England, agency. The 1915 and 1916 figures of trade show the value of representation on the spot. If ocean freight and supply from Canada will permit, the figures for 1917 will be much better than 1916.

This is one of the lines which called for different shipping methods, and much to the credit of the Canadian manufacturers, they at once met the required conditions, to the satisfaction of the trade here.

There is at the moment an inquiry out for a supply of steel pipes 20 inches and larger; the total requirements of this one inquiry it is estimated will run into figures of nearly \$2,000,000. This is only one inquiry. South Africa within a few years, owing to new water systems and irrigation work, will be in the market for big quantities of steel pipes above 10-inch size.

The reserve of German piping in some country other than Germany would seem to be remarkably high, when in 1916, the third year of the war they are given credit for 17,781 cwt., at a value of \$50,400.

The total weight of pipes, pipings and fittings imported in 1913 was 591,045 cwt.; in 1915 this was reduced to 268,221 cwt., with a further reduction in 1916 to 220,057 cwt. The 1916 total was divided as follows: Canada, 18,070 cwt.; United States, 78,467 cwt.; United Kingdom, 105,604; with Germany as above, and some very small shipments from other countries.

In addition there was imported for the South African Government stores, a total of \$28,400, divided—United States \$14,500, and United Kingdom \$12,900.

Bar, Bolt and Rod—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.
1913..	\$1,234,000	.....	\$72,500	\$1,103,000	\$ 6,800
1915..	1,084,000	\$ 1,550	39,100	965,000	63,600
1916..	2,283,700	88,500	92,300	1,817,400	285,300

As shown above, Canada had made big headway on this export and success is due to representation more than war conditions, as there was plenty offering from the United States, United Kingdom and Sweden.

The Canadian rods have had to prove their suitability for this market and the cart and carriage manufacturers are now satisfied, which should mean good business in the future with them.

In addition to other users, a new South African industry, bolt and nut manufacturers, are well pleased with the Canadian article. One of the principals of this industry is now on his way to Canada, via Australia, and intends calling on all iron and steel manufacturers.

One of the marvels of the shipping interests here is the splendid ocean freight deliveries which Sweden has made during 1916 and the c.i.f. quotations she is making for 1917 deliveries in this and other lines of export.

The total weight of bar, bolt and rod imported in 1913, was 430,357 cwt., which fell to 286,366 in 1915 and advanced to 353,439 in 1916.

The South African Government stores imported this article from the United Kingdom to a value of \$28,500 in 1916.

Bolts, Nuts and Rivets—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$330,000	\$ 15	\$ 32,000	\$269,000	\$17,500
1915..	294,000	950	33,000	212,500	50
1916..	612,600	13,100	150,900	448,400	—

The bolts and nuts supplied from Canada in 1916 were satisfactory, and Canada's exports in this line have almost replaced those of Germany in 1913, although the quantity is not so great. The United Kingdom has always held the greater share of this trade, their sizes and standard threads are used in all the big works. The imports up to 1916 of American bolts were for lighter work, and for finish, are a much neater bolt than the English.

For South African Government stores, the imports in 1916 were all from the United Kingdom, valued at \$13,200.

Girders, Beams and Columns—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$358,000	\$15,300	\$37,000	\$194,000	\$105,000
1915..	132,000	20	19,400	112,580	—
1916..	135,200	1,100	52,300	81,800	—

Under anything like normal conditions, there will be a big demand from South Africa for structural steel of all kinds. Irrigation work, bridges, railway shops, but the real big business running into very large figures will be reconstruction and new work on the diamond mines.

For success at this end, representation is necessary, and for structural steel work, this representation should be in the hands of some engineering firm who are prepared to submit their own drawings and make the estimates, and of course, superintend construction. At the present moment there is on his way to Canada a representative of one of the big South African engineering firms, who is prepared to discuss possible contracts in structural steel running into very big figures.

The South African Government stores imported in 1916, structural steel to a value of \$91,700. The United Kingdom's share of this was \$67,300 and the United States \$24,300.

Angle Channel and T—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.
1913..	\$159,000	.....	\$13,900	\$107,000
1915..	583,000	.....	8,300	52,500
1916..	52,100	.....	12,500	39,600

The total weight imported was in 1913, 97,951 cwt., in 1915, 33,973 cwt., and in 1916, 17,688 cwt.

Plate and Sheet, Plate Rolled—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Belgium.
1913..	\$372,000	.....	\$ 31,000	\$207,000	\$73,300
1915..	583,000	.....	335,000	247,050	950
1916..	324,100	.....	184,100	140,000	30

The figures for 1913 and 1915 include sheet rolled, which appear under a separate heading in 1916. The weights imported were for 1913, 92,654 cwt., 1915, 316,254 cwt., and 1916, without sheet rolled, 126,511 cwt.

Sheet Rolled—Imports.

The imports in weight for 1916, 20,136 cwt., valued at \$76,700, and for the first time in plates or sheets, Canada made a shipment of 167 cwts., valued at \$624. The United States shipped 4,896 cwt., valued at \$14,800, and the United Kingdom exported 15,065 cwt., valued at \$60,200.

Hoop Iron—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$100,000	.....	\$12,500	\$34,300	\$42,000
1915..	76,900	.....	42,000	34,600	300
1916..	110,500	.....	47,500	62,800	—

Pig and Ingots—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$36,000	.....	.....	\$34,000	\$1,500
1915..	24,000	.....	.....	19,000	—
1916..	36,900	.....	\$127	32,500	—

Galvanized Iron—Imports (Not corrugated).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$480,000	.....	\$ 4,300	\$474,000	\$140
1915..	182,000	.....	30,500	151,500	—
1916..	276,200	5	83,500	192,700	—

Belgium and Germany from 1910 on to 1914, shipped in very small quantities.

The South African Government stores imported in 1916 to a value of \$11,700. From the United States, \$8,800, and the balance, \$2,900, from the United Kingdom.

Galvanized Iron Corrugated.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$1,960,000	\$1,000	\$ 44,300	\$1,895,000	\$14,500
1915..	1,025,000	.....	207,000	\$18,000	—
1916..	938,800	.....	298,600	640,100	—

Canada's position regarding ability to supply galvanized iron, either plain or corrugated, has been inquired about by more than forty South African dealers, and a large number of commission houses. The position has been made clear and the merchants all say they will be glad to know when Canada is able to compete for this trade. In many districts there is no other material used for roofing, and as fencing for yards and native compounds, it is in general use, as in many districts lumber fences would not last a year owing to ants and climatic conditions.

Plate Tinned—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.
1913..	\$ 1,600	.....	\$ 150	\$ 1,450
1915..	360	.....	.....	360
1916..	657,600	.....	96,600	561,000

There have been for the past two years many imports in canning factories, but this alone will not account for the immense increase in imports. The inference is that in the past it must have been entered under some other heading.

Cast Iron Imports (including rough and finished castings, not pipe fittings).

The total imports under this new head is from the United Kingdom and valued at \$2,750. In previous years these goods were included with hardware n.o.d.

Chains for Hauling—Imports.

In the imports under this heading, Canada figures for the first time to the extent of \$250 in 1916 and the United States of America increased from \$760 in 1915 to \$4,800 last year. The total imports in 1916 were to a value of \$101,000 and of this the United Kingdom's exports were \$95,000. The average annual imports are about \$84,000 and the trade nearly all United Kingdom.

Chains for trekking and other purposes come in under hardware n.o.d., so it is impossible to say what the figures of imports are, but it is a considerable trade, of which Canada has been able to secure some share lately owing to direct representation. Samples are now in evidence and good results will follow.

Axles, Bushes and Springs—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.
1913..	\$285,000	\$90	\$20,000	\$264,000	—
1915..	145,000	60	9,700	134,000	—
1916..	252,000	30	15,570	233,750	\$2,650

Cart and carriage manufacturing is one of South Africa's biggest industries and the Railway Administration are now constructing many of their trucks and coaches, which means a continued import of those articles. Representation in the proper hands will bring good results for Canadian manufacturers. The average annual imports pre-war were \$303,000, and of this, the United States secured an annual average of \$22,000. The trade has always been controlled by the United Kingdom exporters.

Nails and Screws—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$359,000	\$ 60	\$ 34,000	\$207,000	\$57,500
1915..	353,000	48,700	131,400	147,700	390
1916..	501,000	117,000	137,300	219,900	93

This is one of the lines on which Canada secured representation at the right moment.

The Canadian nails and their packing are giving the best of satisfaction, and are now established as a standard commodity in the South African market. The figures as given for Canada are all for nails. The American and the United Kingdom figures of trade include a big share of screws. Belgium's pre-war share of this trade was annually about \$26,000 and Sweden about \$13,200. Belgium's exports in 1916 dropped to \$450, and Sweden's trade in 1915 and 1916 averaged \$17,000 each year. This of course, means a decrease in quantity for Sweden, nevertheless it accounts for a considerable annual tonnage coming safely through from that country through the danger zone.

Norway has made some headway during the war on this supply, her exports increasing from \$1,550 in 1915 to \$5,125 in 1916.

The South African Government Stores' imports under this heading in 1916 were from the United Kingdom and valued at \$93,200.

The South African merchants state at anything like competitive prices, Canadian nails are assured of a permanent place on the South African market.

Another installment of Mr. Egan's review of the South African iron and steel trade will be published next week.

CAN CANADIAN MANUFACTURERS SUPPLY EXCAVATORS FOR SIAM?

The Commercial Intelligence Department of the British Board of Trade has kindly sent the Canadian Department of Trade and Commerce a copy of a call for tenders for excavators received from the British Consul in Bangkok, Siam. It is understood that excavators cannot be supplied from the United Kingdom at this time and it is thought that possibly Canadian manufacturers might be able to tender. The notice, which was published in "The Siam Observer" of Bangkok, is as follows:—

His Royal Highness the Minister for Lands and Agriculture is prepared to receive tenders for the supply of two draglines for the Royal Irrigation Department.

The draglines to have $3\frac{1}{2}$ cubic yard buckets and 70 foot booms and to be capable of working satisfactorily in very hard clay to full capacity on liquid fuel or wood. They will probably be worked on liquid fuel and should be equipped accordingly.

The tenders will be opened on the 1st of October, 1917, at 10 a.m.

The prices to be given f.o.b. works and detailed specifications and drawings to accompany tenders.

His Royal Highness does not bind himself to accept the lowest or any tender.

By order of H. R. H. the Minister for Lands and Agriculture.

R. C. R. WILSON,
Director General, Royal Irrigation Department.

BANGKOK, May 18, 1917.

PROSPECTS FOR SELLING WOOD WOOL OR EXCELSIOR IN THE UNITED KINGDOM.

The following report on the possibility of marketing wood wool or excelsior in the United Kingdom has been received from Mr. Harrison Watson, Canadian Trade Commissioner, and includes the results of investigations instituted in their respective districts by the Trade Commissioners in Glasgow, Birmingham, Liverpool, Bristol and Manchester. Any one desiring further information will communicate with the Commercial Intelligence Branch of the Department of Trade and Commerce, referring to File No. 11449. One set of samples is on exhibition at the Commercial Intelligence Branch.

The feasibility of finding a profitable market in the United Kingdom for excelsior, or wood wool as it is called in this country, has been the subject of occasional inquiry in the past, and the matter has been personally investigated by several Canadian shippers and manufacturers, some of whom have actually tested possibilities by trial shipments.

These attempts are understood to have been uniformly unsuccessful. The principal, and up to the outbreak of war, an apparently insurmountable obstacle, was the heavy cost of transportation from Canada in comparison with the much lower freights from more adjacent continental ports, from which the article moreover could be shipped as deck cargo and sometimes in sailing ships, this disadvantage being particularly accentuated by the bulky nature of the article.

While the position generally, and also in this particular direction, has been temporarily dislocated by the war, it seems extremely doubtful,—and this view is held by a number of importers who have been recently consulted—that the prospects will be greatly improved for Canadian shippers when normal conditions return.

At one time practically all the wood wool consumed in Great Britain was imported from the continent, Germany, Sweden and Holland being the chief sources of supply, while smaller quantities were also received from Norway and Denmark.

Some years ago the manufacture of the article was commenced in a small way in the United Kingdom, and since then the industry has rapidly developed and increased, until at the present time there are a dozen or more enterprises manufacturing the different grades, with some consumers producing their own supplies, and there is a likelihood that the home production will still further increase after the war.

Apart from the former use of wood wool for packing purposes, large quantities of the article are utilized for boiler filtration, the consumption having been greatly increased by the use of motor omnibuses and similar vehicles; while still further demand for wood wool will result from the great growth of the toy industry in which large quantities are needed for stuffing dolls, teddy bears, etc.

So far the home output has not equalled the requirements of the country, and substantial quantities of the commodity have still been imported, but the development has rendered the outlook still more unfavourable for Canadian wood wool by (previous to the war) substantially reducing the scale of prices which ruled before the industry was established in the United Kingdom, partly due to the fact that fire-wood, waste wood, and material that is of little use for other purposes, can be advantageously utilized for the manufacture of the coarser grades of excelsior.

As the customs does not publish any separate figures it is somewhat difficult to arrive at an estimate of the quantity of wood wool annually imported. The principal of the Statistical office has, however, been good enough to have the figures specially taken out for the year 1916, but these are only available as regards value, and it should be noted that the countries of origin obviously differ greatly from the ante-war period, when Germany was probably the most important source of supply.

These returns for the calendar year, 1916, are as follows:—

Countries whence consigned—	Value.
Sweden	£16,264
Norway	329
Denmark	368
Netherlands	417
Total	£17,378

And according to prices known to have ruled, approximately confirm the views expressed by several importers, that the total imports of wood wool of all kinds in recent years averaged from 2,000 to 2,500 tons, and were probably reduced to the lower figure in 1916 by shortage of tonnage.

The bulk of these imports consists of the cheap and coarse grades, and although they also comprise a considerable proportion of medium, only insignificant amounts of the finer and higher priced grades, which latter hold out the most favourable prospects for Canada and indeed other outside manufacturers, because the freight being largely the same on all grades, this item obviously becomes less onerous as the intrinsic value of the wood wool increases.

While considerable improvement in the quality of the wood wool manufactured in the United Kingdom has been effected, the general opinion held is that the quality of the continental and particularly of the German wood wool is much superior.

While Holland at one time sent over a considerable proportion, Germany was the largest supplier previous to the war, and since then Sweden has contributed nearly all the wood wool imported.

As already stated, freight is the outstanding factor, and under normal conditions continental shippers were able to obtain a rate averaging between 17s. 6d. and 25s. per ton weight (2,240 pounds) from Stettin, Gothenburg and Rotterdam which, in addition to being an exceptionally low figure, would be an immense advantage in comparison with ordinary conditions where wood wool would be accorded measure-

ment rates on ocean steamers, because even when tightly compressed in bales the article is necessarily extremely bulky.

It is obviously difficult to arrive at exact prices but it would appear that previous to the war the coarse grades of English and imported wood wool ran from 55s. to 100s. per ton (2,240 pounds) c.i.f. London, about £1 more being paid for medium, while Swedish medium of better quality and more suitable for some purposes, realized as much as 120s. to 130s.

These figures will enable Canadian manufacturers and shippers wishing to investigate the subject, to see what they are up against, and while importers generally are only too ready to purchase from Canada, and prepared to discuss the matter with Canadian shippers and render all possible co-operation and assistance, the weight of opinion is that there is very little chance of permanent profitable opening for Canadian excelsior in this country.

Upon the other hand, were it not that the importation of excelsior is entirely prohibited at the moment, and in any case there would be immense difficulty in securing tonnage for such a bulky article, prices are now obtainable here which would make the business highly profitable.

While shipments were coming in from Sweden, the freight from Gothenburg had advanced from 25s. to 100s. per ton, which together with the difficulties experienced by the British manufacturers in securing raw materials, more than doubled prices. and at the present time the market is very short of supplies and the prices asked have still further increased.

One prominent importer stated that as matters are he would be only too glad to make a firm offer of £11 per ton, c.i.f. London, for a trial shipment of ten tons of Canadian wood wool, almost without respect to quality, and if suitable arrangements could be made, he would take large quantities regularly.

However, there does not seem to be any chance of Canadian manufacturers being able to take advantage of the present situation, and it has even been rumoured that the Government, in view of the urgent necessity of conserving all timber supplies, has given thought to a regulation prohibiting the manufacture of wood wool for the time being, as an article which can be done without, although up to the present time no such action has been taken.

In case, however, any Canadian manufacturers wish to inquire further into the matter, the Department has been supplied with the addresses of several importers prepared to negotiate; and samples of the grades of excelsior in chief use, together with approximate prices, have also been forwarded.

MARKET FOR SCREWED IRON PIPES IN NEW SOUTH WALES.

Mr. B. Millin, Canadian Commercial Agent, Sydney, New South Wales, writes as follows regarding the demand for iron piping in New South Wales:—

“Screwed iron pipes are particularly scarce at present in Sydney. The greatest demand is for galvanized and black iron pipes of $\frac{3}{4}$ and 1 inch in diameter, and, as an illustration of the increase in price, it may be mentioned that prior to the war $\frac{3}{4}$ -inch galvanized pipe could be purchased at 2 pence per foot. The present price is $6\frac{1}{2}$ pence per foot. Considerable quantities of Canadian tubing have been imported into New South Wales and its quality has given every satisfaction.”

MARKET FOR HARDWARE IN SOUTH AMERICA.

(*The Chamber of Commerce Journal*).

An interesting article has appeared in the *Journal* of the British Chamber of Commerce in Uruguay, on the trade in hardware in the Uruguayan and other South American markets. Useful suggestions are made and emphasis is laid on the necessity for British manufacturers adapting their goods to the requirements of the market. For instance, it is pointed out that the stock pattern of "oblong" locks is too wide for doors made in Uruguay, as these have four or five inch frames. The pattern of lock most in vogue is that fitted with a transverse handle on one side and a lever handle on the other; the spring controlling the catch should be very strong, and, as native wood is never properly seasoned, both catch and bolt should project more than would be required in the case of a door made of properly seasoned wood. German and American manufacturers have recognized this, and their locks have catches and bolts which project from one quarter to about a third further than those of British make. As regards the generality of smaller hardware goods, the question of proper packing requires serious attention. They should not be packed in brown paper parcels, but in cardboard boxes on which a white label can be easily affixed. In the hardware trade in particular it is imperative that manufacturers should send out fully qualified men to study the markets in South America. These men should have technical knowledge, and be in a position to advise their principals of the modifications that must be introduced to meet the exact requirements of the market. It is strongly urged that manufacturers of different lines of hardware goods, for which the demand is constant, should arrange amongst themselves to send out a representative who should be in a position to take orders with the assurance that his recommendations for necessary modifications in manufacture and in other respects will be carried out, even if initial loss be entailed. If attention is paid to details, and to providing exactly what each market requires, subsequent indents will be large. It should be borne in mind that the class of goods required for Uruguay will also largely meet the requirements of Brazil, Argentina and Chile. There is no question of the hold British hardware goods have on the Uruguayan market. The majority of dealers always prefer to stock a British article if they can get exactly what they want. The manufacturers of other countries, especially the German manufacturers, are fully aware of this, but they also know that they can continue to hold a considerable portion of the market by paying attention to patterns, styles, packing, and the other details that count. In the majority of smaller hardware lines there is no need for the British manufacturers to cut his prices to meet this class of competition. Providing the quality is British, and attention is given to details, a merchant will not consider price as the deciding factor when buying his stock. British quality adapted to local requirements is what the market needs, and those who act on this will find no difficulty in increasing considerably their shipments to South America. There is also a market in Uruguay for cheaper goods, such as fancy and plain handles and metal work for cabinet makers. British patterns are too severe in design and do not suit. This is a cheaper trade, but it could be catered for easily, as pattern dies for the Uruguayan market would be suitable for other parts of South America. In Uruguay a large quantity of various grades of furniture is made of native wood, and the makers depend on brass and nickel furnishings to give the finish that certain buyers desire. Though vastly inferior to goods of British manufacture these cheaper goods please certain tastes.

A WELL KNOWN TRINIDAD FIRM OPENS AN OFFICE IN CANADA TO HANDLE WEST INDIAN TRADE.

The well known firm of T. Geddes Grant, of Port-of-Spain, Trinidad, have opened a branch in Bedford Chambers, Halifax, with a view to more expeditious handling of Canadian shipments to the British West Indies. Mr. T. Geddes Grant, has been devoting his attention to the development of business between Canada and the British West Indies for nearly seventeen years, and has travellers visiting all the colonies included in the Preferential Trade Agreement with Canada. Mr. T. Geddes Grant has just finished a trip through Canada and will remain in Halifax for about a month before returning to Trinidad. He is a Canadian by birth but has lived nearly all his life in the West Indies. His father, Rev. Dr. Grant was for many years in charge of the Canadian Presbyterian Mission to the East Indians in Trinidad.

In an interview with the Halifax *Morning Chronicle*, Mr. Grant says: Owing to the proximity of Canada and the British West Indies, and because of the fact that one is the exact opposite of the other in the nature of its products there should be a very extensive trade between the two. The population of the British West Indies is two millions and their annual imports amount to over sixty-five million dollars, their exports being five millions less than that amount. The two countries being under one flag and one supplying what the other needs and cannot produce itself, there is no probability of their business relations being interfered with by a hostile tariff. In fact it is just the reverse and we look forward to the time when the preferential tariff between Canada and the British West Indies will be considerably more generous than it is now.

"Though the means of communication are not all that we might desire, nevertheless we have a regular fortnightly service between Canada and the British West Indies, a service which is not afforded many other parts of the Empire under present war conditions. Having then these shipping facilities we have the means for Canadian manufacturers securing more of our trade. Because of the impossibility of obtaining manufactured goods in any large quantity from the usual source of supply—the old country—our merchants are looking to the United States and Canada, but when they or their buyers visit New York, it is very seldom that they get any further. The New York commission men see to that.

"The islands just now are enjoying an unusual measure of prosperity owing to the high prices obtained for their chief product, sugar, and therefore, though everything is of higher price than formerly, the West Indian is in a position to meet these higher prices. With reference to the Island of Trinidad I would point out that it is situated at the mouth of the River Orinoco, right opposite the coast of the republic of Venezuela. Ocean boats are able to enter very few of the Venezuelan ports and therefore Port-of-Spain, the capital of Trinidad, becomes the point of transshipment, and steamers and vessels are plying regularly between that point and the Venezuelan coast. Thus, through Trinidad there is a large field in Venezuela opened to the enterprising manufacturer.

"Trinidad is not only the largest of the islands but the most progressive and the richest in natural resources. In addition to our cocoa, cocoanuts, sugar and asphalt exports we are now becoming a large factor in the petroleum world and vessels are calling regularly for supplies of the crude stuff and factories are going up for the refining of kerosene and gasolene.

"As an instance of how the banking institutions regard the West Indies I might mention that the Royal Bank of Canada has established agencies through nearly all the islands and also in some towns of Venezuela."

Returning to discuss the possibilities of development of trade between Canada and the West Indies, Mr. Grant said that four or five years ago the islands took all of their flour from the United States, but that now four-fifths of it is imported from Canada. "In 1912," said he, "we took about seven per cent of our manufactured goods from Canada and now we take fifteen per cent, an increase of over one hundred per cent in five years.

Mr. Grant is firmly convinced that Canada could secure a considerably larger percentage of the business in manufactured goods.

TRADE BETWEEN SOUTH AFRICA AND ARGENTINA.

Mr. B. S. Webb, Acting Canadian Trade Commissioner in Buenos Aires, Argentine Republic, sends the following extract from the Buenos Aires *Herald*.

"Mr. Zoutendyk, who is a typically bronzed colonial, stated that the Government of South Africa was fully alive to the possibilities of a great commercial exchange between the two countries. With this end in view he had been sent to Argentina in order to obtain first-hand information. Accompanying him is the Argentine Consul General in South Africa, Sr. Enrique Sturiza, who intends to spare no pains in pointing out the great trade avenues that exist.

"Mr. Zoutendyk stated that he had brought over a large number of samples of South African products and hoped in a short time to open an office and industrial exhibition in the centre of the city. During his six months' stay in this country he intends to inquire minutely into all national industries, in order to form the basis of future trade exchange. Mr. Zoutendyk is already possessed of a smattering of Spanish and hopes to acquire fluency ere he returns to South America.

"The principal thing the Union Government wished to develop was the export of coal to Argentina. Other articles the Union had for exportation were tinned lobster, and wines of superior quality. The chief difficulty regarding the export of coal from South Africa was the lack of tonnage available. The preparations now being made were principally for after the war. In coal trade Mr. Zoutendyk added, South Africa fears no competition. In normal times coal can be purchased at the pit head for four shillings per ton. The country produced both good and medium classes. The Japanese line of steamships (agents, the American Trading Co.), now inaugurated between South Africa and Argentina, was bound to develop trade between the two countries. The geographical position of the two countries is another important factor. The distance of South Africa to the river Plate is only half of that between Buenos Aires and Europe. Nowadays "tramp" vessels perform the trip across in twelve or thirteen days, but this could easily be lessened to eight days if say vessels of the *Union Castle* type were employed on the run. Mr. Zoutendyk added that it was not outside the bounds of possibility that the Union Government and the Argentine Government would themselves inaugurate a direct line of steamships between Buenos Aires and the Cape.

"In the course of the coming week he hoped to have the pleasure of meeting the Argentine Minister of Finance and Foreign Affairs to discuss interchange of trade."

THE TRADE OF BRAZIL AS AN ALLY.

WITH THE ENTRANCE OF BRAZIL INTO THE WAR, NEARLY £12,000,000 OF ENEMY TRADE HAS BEEN MADE AVAILABLE FOR ALLIED COUNTRIES.

(British Export Gazette).

We publish to-day the first portion of an informative article on the trade of Brazil as viewed from the standpoint of an Ally in the great world war. The concluding portion of the article will deal with Brazil's fine ports and the demand for British industrial equipment, accompanied by some pertinent observations as to the care with which the market requires to be studied, and the measures to be adopted for the successful prosecution of business.

Now that Brazil, embittered by her losses through the intensified ruthlessness of German U-boat piracy, has definitely ranged herself on the side of the Allies, however important this decision may be in a political and military sense, it is still more so from the commercial point of view. The entrance of this great Republic into the war is distinctly another check to the enemy's mercantile aspirations, and should enable the United Kingdom to obtain after peace a much larger trade return on British capital invested in Brazil than has been secured hitherto. These investments amount to nearly £225,000,000, or about one-fourth of all British financial securities in South and Central America. This huge sum notwithstanding, the imports into Brazil from Great Britain averaged in pre-war days only a trifle more than £13,000,000 annually, or a beggarly return of about 5·8 per cent of the investments. Indeed, such was enemy influence in this as in most other South American markets, that it was not uncommon for undertakings to be capitalized entirely by English money, and for the resulting contracts for material and equipment to go to Germany. It is true that in 1913, the last normal year, the importation of British goods into Brazil rose to about £16,000,000; but even that sum represents only 7 per cent of the investments, a proportion which it will be admitted is altogether inadequate to satisfy natural expectations in regard to so much capital withdrawn from England and placed in a foreign market.

Great Britain's Golden Opportunity.

Relatively small, however, as is the volume of the British share in the trade, Great Britain nevertheless holds premier place as a supplier of merchandise to Brazil. In 1913 Brazil's total imports were valued at £67,028,441, towards which the United Kingdom contribution was £16,402,671, or 24·5 per cent of the total; Germany's £11,713,296, or 17·5 per cent; that of the United States, £10,531,762, or 15·7 per cent; and that of France, £6,558,471, or 9·8 per cent; leaving £21,822,241, or 32·5 per cent, as the aggregate of the shares of all other countries. As matters stand, therefore, nearly £12,000,000 of trade, formerly in the hands of the common enemy, is now available for competition among the Allied countries, and it is greatly to be hoped that Great Britain, so soon as circumstances allow, will make special efforts to secure an adequate share of this lost commerce, particularly as by far the greater proportion of Germany's shipments to Brazil, the total of which, by the way, had increased by nearly 120 per cent during the five years preceding the war, consisted of goods which can as easily be supplied by the manufacturers of Great Britain as by those of the enemy.

The Scope of Germany's Former Trade with Brazil.

Germany's trade returns for 1913 or since have not yet been issued, and probably never will be, all such publications having been stopped immediately on the outbreak

of war. Evidently it is not considered policy to allow either the outside world or the docile dupes of Junkerdom within its borders to know the full extent of the commercial *débâcle* that has overtaken its manufacturing industries. The only returns available, therefore, are for 1912, and it may be instructive for our readers to compare a selection of some of the principal exports respectively of Great Britain and Germany to Brazil in that year, such a comparison offering suggestions as to the particular directions in which our manufacturers may be able to improve their position in this market on the conclusion of peace. In addition to the principal items shown in the accompanying

Brazilian Imports, 1912—	From United Kingdom.	From Germany.
Apparel..	£ 148,522	£ 163,300
Chemicals.. . . . .	.....	205,100
Clocks and watches.. . . . .	.....	24,300
Colours, dyes, and varnishes..	117,777	191,650
Cotton goods..	2,763,603	756,700
Earthenware..	235,008	143,650
Electrical material (not machinery)..	167,724	360,450
Firearms and explosives..	112,465	593,800
Glassware..	40,061	180,500
India-rubber goods.. . . . .	.....	134,550
Leather goods..	45,114	418,600
Machinery..	1,434,293	1,370,800
Metal goods..	2,398,438	2,619,700
Musical instruments.. . . . .	.....	139,100
Paper manufactures..	26,470	328,300
Toys.. . . . .	.....	854,500
Woollen goods..	424,496	228,650

table, there are countless others which, but for exigencies of space, it would have been interesting to include, although the totally different systems adopted by the English and German statistical departments make comparison virtually impossible. There can be no question as to which system was the more thorough. The enemy's returns may have been pushed to detail almost *ad nauseam*, but practically anything of importance that was worth mentioning could be found in them, which is far more than can be said of the English returns. The table, however, is sufficient to indicate some of the directions in which, with proper effort, Great Britain might later on more than double her present trade with Brazil, as, for example, electrical material, metal goods, paper manufacturers, colours, dyes and varnishes, glassware, and india-rubber and leather goods, while in machinery alone English supplies should easily be increased from less than a million and a half to nearer three millions sterling.

How Brazilian Industries Have Weathered the War.

It is common knowledge that Brazil was seriously affected by the outbreak of the European war, and that during the first months the situation occasioned extreme anxiety. The coffee crop, which has ever been the principal source of wealth, was suddenly cut off from many of its markets; the position in rubber had been unsatisfactory for some time previous, and the trouble was enhanced by the world cataclysm. The declaration of a moratorium by the Government eased the situation somewhat, following which the improved market for Brazilian cacao, manganese, and beef have brought notable benefits to the Republic. Last year, for instance, the trade and commerce of Brazil was greater in volume than for either of the two previous war years, imports amounting to £40,260,000 and exports to £54,970,400, representing a volume of trade which, though less than that of 1913, is considerably in excess of either 1914 or 1915, and the future promises still further progress, especially in view of the rapid development of the export trade in manganese, meat, and sugar. Manganese has been coming into prominence as an export commodity for some years past, but the war has caused Brazil to become the world's chief supplier of the mineral. In 1913 shipments amounted to 122,300 tons, valued at £176,200; last year they had risen to 503,130 tons, valued at £1,440,000, the price, therefore, having advanced from £1 8s. 9d. to £2 17s. 3d. per ton. In regard to refrigerated meat, there are no records of shipments prior

to 1915, when 8,500 tons were exported. Last year the trade sprang to 33,661 tons, and there is every prospect of still further rapid development. Sugar again, is a product which has enormously benefited as a result of the war, and Brazilian planters are now hoping that the determination of Great Britain never again to be dependent upon German and Austrian sugar will induce the building up of an important industry in the northern states of the Republic. That such hopes are justified is patent from what has already been accomplished. Before the war shipments of sugar from Brazil rarely exceeded 5,000 tons annually, but during the last two years they have mounted to upwards of 50,000 tons, the value of exports in 1916 being no less than £1,252,000, as compared with only £54,400 in 1912 and £63,0400 in 1913.

Further Instances of Industrial Enterprise.

In regard to the rest of Brazil's products, it may be stated that the disappointments in respect of coffee were due to the slump in prices rather than to any decrease in the volume of exports. The shipments in 1916 amounted to 13,039,000 bags of 60 kilos, comparing with 13,267,000 bags in 1913, and being nearly 1,000,000 bags in excess of 1912. But in 1912 £3 15s. a bag was realized; in 1916 only £2 3s. 8d. The reason of the lower prices is that the United States is now practically the sole buyer of Brazilian coffee, and with no alternative offers sellers have been glad to accept what they can get in order to meet their obligations. Cacao was exported to 42,720 tons in 1916 against 29,759 tons in 1913, the value of the consignments also rising from £1,550,400 to £2,433,200. Shipments of hides increased from 35,075 to 46,390 tons; hardwoods from 16,842 to 75,192 tons; herva matte from 65,415 to 73,542 tons; and table fruits from 33,786 to 40,950 tons. The relatively small items of skins and carnauba wax also showed increase in 1916 on pre-war records, although cotton, rubber, and tobacco suffered decline. The whole situation, therefore, is distinctly encouraging, suggesting that when normal conditions once again visit the world Brazil will not be lacking in that spirit of enterprise which will be more than ever the deciding factor for bringing success in the strenuous competition to be waged between the nations.

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended July 27, 1917, have been furnished by Mr. Enrique R. Margarite, S. en C., 66 San Ignacio St., Havana:—

FISH IN DRUMS.

Importation—

July 24, ss. *San Jose*, 130 drums.

" 25, ss. *Moro Castle*, 50 drums.,

The demand for fish in drums has fallen off, but as the arrivals are of no importance at all, holders have succeeded in raising the prices and we can quote haddock at 12½ cents per pound, and hake at 11½ cents; without supplies available of codfish in drums.

CODFISH IN CASES.

Importation—

July 24, ss. *San Jose*, 705 cases from Boston.

Although a light demand has prevailed for codfish in cases, a strong feeling is in evidence, due to the fact that this arrival is anything but heavy and we can quote at \$17 to \$19 per case for that from United States of America and Canada.

HERRINGS.

The market for bloaters has continued just the same as last week and the price of \$1.60 per large box still prevails.

GOUDA CHEESE.

There is no change to report relative to the situation for Gouda cheese, as there are no supplies available of the genuine article and a similar sort produced in United States is sold at 34 to 50 cents per pound.

POTATOES.

Importation—

15,529 barrels from Key West, Florida, U.S.A.
 2,772 " " New York, N.Y.
 2,400 cases from Valencia, Spain.
 200 barrels from Tampa, Fla., U.S.A.

These arrivals are too heavy for the present consumption of potatoes and in spite of the active demand which has prevailed this week, the price has declined again and we can only quote at \$6.50 per barrel.

EXCHANGES.

New York, 3 d/s. $\frac{1}{8}$ per cent premium.
 London, s/d. at \$4.77 $\frac{3}{4}$ per £.

SENDING SAMPLES AND CATALOGUES TO FOREIGN COUNTRIES.

(*The Foreign Trade Bulletin of the American Express Company.*)

Argentina.

By far the largest part of American shipments refused by Argentine consignees, according to the record of our Buenos Aires office, are those of samples of American goods submitted for the attention of local buyers or distributors. The reason for refusal of delivery by consignees is invariably because of the charges accrued at that end for Argentine customs entry and clearance, stamps, import duty, etc.

American houses experienced in foreign trade always provide complete free delivery of samples to foreign customers, arranging in advance for the payment of all charges, including delivery to customer's place of business. The simple prepayment of ocean freight is not sufficient. Provision must be made for clearance and delivery charges at foreign destination.

The American sample situation in Buenos Aires is complicated by the fact that certain home concerns have made a widespread distribution of samples, without previous arrangement or advice to Argentine firms addressed. The condition has brought about a definite attitude on the part of Argentine concerns, who invariably refuse any and all sample shipments involving any expense to themselves, unless some specific agreement is made in advance.

In sending catalogues to Argentina, it is well to remember that a 40 per cent *ad valorem* duty, based upon an official valuation schedule, is levied on foreign commercial printed matter. This minimum tariff rate usually works out to 17 cents or 35 cents per pound (varying), in addition to which is levied the 2 per cent official surtax, as well as customs tax, stamp and warehouse charges. Commercial printed

matter (on paper) is divided into four classifications in the Argentine tariff. Other tariff classifications are made for printed matter on cardboard. Although authoritative tariff rates in specific instances necessarily depend on the rulings of the Argentine customs officials, advance arrangements can always be made to pay such catalogue duties.

Australia.

Australian importers are complaining against the American practice of sending unsolicited samples forward by parcel post, a practice which obliges recipients to pay a surtax of six cents a pound, according to the weight of the parcels. This Australian surtax is collected regardless of the fact that regular post charges are prepaid on each parcel. Under the circumstances, it is not unusual to find Australian firms refusing to accept American parcels because of charges accrued, in cases where such parcels have been sent unsolicited and where regular import duties must be paid in addition.

Foreign buyers are accustomed to have samples delivered free of all charges on the argument that they cannot be expected to look at foreign samples. For that reason all charges, including clearance, customs duties, stamps, etc., should be prepaid by shippers to ensure acceptance at the Australian end.

Australia levies an import duty on catalogues and advertising literature, whether entered in bulk or by post. Many American manufacturers have been having trouble through their unfamiliarity with this feature of the Commonwealth customs regulations. Their catalogues have been refused or have been returned because of accrued customs duties which Australian firms have declined to pay. Our shipping correspondents in Sydney recommend that American manufacturers prepay all charges on advertising literature, including duties, in order to ensure full effectiveness for their trade promotion work in Australia.

PARAGUAYAN MARKET.

NEGLECTED OPPORTUNITIES.

(London Times Trade Supplement.)

Many British exporters, glancing down the list of South American countries doing business with Great Britain, are apt to suppose that the Paraguayan markets are hardly worth cultivating, pointing to the small amounts of the exports listed. The error arises from the fact that this inland Republic's port of entry being located some hundred miles up the river Paraguay, the greater part of the shipping is carried out at the Uruguayan port of Montevideo or the Argentine port of Buenos Aires. That our trade with Paraguay is appreciable, however, is shown by the figures for the year 1913, when Great Britain supplied goods to the amount of £195,355 and took orders from the country to the value of £8,534. The merchants of Asuncion, the capital, and Villa Rica, the largest town, are now completely exhausted of European supplies, and are very anxious to replenish.

There are several towns, such as Encarnacion—the railway terminus and ferry from Argentina—Paraguari, etc., with populations of about 10,000 each, where trade in agricultural implements and, to a similar extent in sugar-mill machinery and equipment, could be carried on. The people live principally by agriculture, tobacco and other miscellaneous products being raised. There are but few industries, those established including soap, candle, shoe, and cigar manufactures, and thus practically everything else has to be imported. The leading mercantile houses have until lately been largely of German origin, while at least one of

the banks have been capitalized by Germans. Of late, however, French and United States houses have been established. The only railway in the state is British-owned; the imports, moreover, have always shown a large preponderance in favour of the United Kingdom, while the exports have been overwhelmingly German among European countries, and chiefly Argentine among South American states.

The principal openings are in cotton-goods and cheap woollens, ready-made clothing—of which very considerable quantities are sold annually to the agricultural labouring classes—hats and caps, women's and children's cheap garments, and tinned and bottled provisions. Ironmongery goods, hitherto largely obtained from Germany, crockery and enamelled ware, hosiery, cheap stationery, framed oleographs and fancy goods are in demand in normal times, and in all of the classes mentioned a great deficiency exists at the present time. No considerable credit should be allowed.

CURRENT EVENTS OF INTEREST IN SOUTH AMERICA.

The following notes on commercial conditions in South America have been contributed by Mr. George Mallett, of Valparaiso, Chile, under date of June 26, 1917:—

Chile.

EXPORTATION OF CEREALS.

A demonstration of workmen's societies took place on Sunday evening, June 24, to pass resolutions insisting upon the prompt dispatch of the Export Prohibition Bill before Congress, which was thought to be in danger of being indefinitely postponed.

The leading press organs are all more or less endeavouring to prove the absence of any immediate danger of shortage.

La Nacion of Santiago, quoting from the Statistics Office Bulletin, states that during the thirty-one days of May, the exportation of wheat amounted to 936,000 kilogrammes, of a value of \$187,000 gold of 18d., and 9,800 tons of beans, value five millions of the same money, while the flour exported amounted to 945,249 kilogrammes. Figures which lead one to think that the demand for these products in Europe has considerably diminished. The scarcity of freights has produced a partially closed door to the exportation of a crop which is far in excess of the requirements of the country. In view of approaching harvests abroad, produce prices will have to come down, in such a manner as to destroy all hopes of compensation for sacrifices made in exportation.

El Mercurio of Valparaiso points out that all the rice arriving at Valparaiso is being exported by Germans to Argentina. It says that as there seems little prospect of exporting to Germany, it is open to presumption that the stuff is being cornered to deprive the Allies of food.

ARMED MERCHANT SHIPS.

The British steamer *Mottisford* arrived here a few days ago with cargo from Baltimore, was received in due course, and permission given to discharge. The German minister discovering the existence of a cannon on board for defence against submarines, lodged a claim to the Government demanding her internment. Orders were issued for her detention meanwhile, causing great surprise, in view of the fact that several armed merchant ships had already been in and out unmolested.

Orders for her unconditional release were, however, issued yesterday, giving an opportunity for publication of the contents of a confidential circular which had formerly been issued to the maritime authorities of the coast, giving instructions for the granting of absolute freedom, to all mercantile trading vessels, armed for the purposes of self-defence on the production by the shipping agent in charge, of a declaration describing her armament, name and ports of origin and destination.

GOVERNMENT HELP TO NITRATE PRODUCERS.

When war broke out, all work came to a standstill; the position of the nitrate industry became precarious. Thousands of men were out of work, the "oficinas" suspended production and the principal source of revenue to the Government was reduced alarmingly. When the industry was at its lowest ebb, the Government adopted the idea of giving financial assistance and a temporary law was passed for assisting the nitrate companies to continue working until the growing demand for nitrate for explosives, etc., eliminated all fear of ruin.

The system adopted by the Government in virtue of this law was to issue bonds (not money) to the nitrate companies requiring same, which were sold in the open market by the recipients.

These advances were guaranteed by the nitrate which the companies had in stock. When the nitrate was sold the bonds received were returned to the Government with interest. In this manner, and without issuing any money, the Government not only greatly assisted the nitrate industry but kept the work going on despite the restricted exports, and incidentally the revenue. All the nitrate companies, both Chilean and foreign, are allowed to borrow, the only guarantee being the nitrate in stock.

It is now announced that the Government will shortly submit to Congress a Bill establishing this arrangement as a permanent institution.

CUBAN SUGAR CROP.

The Acting Canadian Trade Commissioner, Havana, Cuba, has sent in the following information regarding the condition of the sugar crop in Cuba:—

The Cuban Government has just given out a statement that the total production of sugar for the season of 1916 and 1917 on the Island was 2,800,000 long tons. This is about 200,000 tons less than last season's output, and some 700,000 tons less than estimates made at the beginning of the grinding season.

The output from the four provinces of Pinar del Rio, Havana, Matanzas and Santa Clara was about up to last season, but in the provinces of Camaguey and Oriente the amount produced was much short of last season. This shrinkage is probably accounted for by the revolt in these two provinces, as a great deal of cane was burned. The Camaguey Sugar Company alone has filed a claim for damage done to their property to the amount of \$382,000. Of this amount \$379,604.76 is for burned cane.

The Government this year for the first time has placed a tax on the sugar production. The tax is 10 cents per sack and if the price is over 3 cents per pound, an additional 10 cents per sack. Besides this, each sugar mill has to pay to the Government 6 per cent on the net profit.

The price of sugar to-day is \$5.15 f.o.b. steamer or about \$115 per ton.

The stocks on hand are much less than at same date last year.

TRADE OPPORTUNITIES IN MANY COUNTRIES.

AGRICULTURAL IMPLEMENTS—PORTUGAL.

Modern agricultural methods will, remarks an American Commerce report, make great headway in Portugal as a result of present conditions. With higher wages and scarcer labour, landowners are beginning to investigate modern farm implements and intensive farming.

BOOTS AND SHOES—AUSTRALIA.

There is a good market in Australia for boots and shoes, writes Mr. G. T. Milne, H.M. Trade Commissioner in Australia, in the British Board of Trade Journal. An

Adelaide firm, for example, desires to get in touch with United Kingdom manufacturers of high-grade boots and shoes for men, women and children, as well as of cheaper grades for women and children, and all grades of infants' shoes, with a view to obtaining agencies on an indent basis. The firm would also be prepared to buy outright on its own behalf.

SHOE FINDINGS—ITALY.

Consul General David F. Wilbur, Genoa, Italy, in reply to an inquiry from an American firm, states in the United States Commerce reports that considerable business might be done in his consular district in shoe findings.

FOLDING CHAIRS—SOUTH AFRICA.

According to the British Chamber of Commerce Journal, there is a continual demand reported from South Africa for folding-chairs, more particularly for the cheaper kinds.

CANNED MEATS, FISH PASTE AND CANNED FISH—AUSTRALIA.

Mr. G. T. Milne, H.M. Trade Commissioner, Melbourne, according to the Board of Trade Journal, reports a demand from Melbourne firms for canned meats, fish pastes and canned fish of every description.

COMPRESSED AIR HAMMERS, DRILLING MACHINES AND MINING SUPPLIES.

According to the American Exporter, automobile manufacturers in Italy, enjoying a good reputation and at present controlled by the Italian Government for war contracts, wish to receive offers on mining supplies such as flexible tubing, compressed air hammers, fuses, etc., for work in quarries and mines. Offers should include all accessories required for air compressors and also riveting and drilling machines. Correspondence in either Italian or French.

EDIBLES, FORT DE FRANCE—MARTINIQUE.

A correspondent to Kelly's Monthly Trade Review writes that a very large trade could be worked up in Martinique in all kinds of edibles, stating that there are no wholesale importing houses, the local merchants importing their own requirements.

WOOD-WORKING MACHINERY—PERU.

According to the British Chamber of Commerce Journal, Peru offers a considerable market for small wood-working machinery. There are many small furniture factories where a part of the work is done by machinery; some of these are already equipped with light, electric-driven machines, but more might be. Most of the machine tools now in use are of Belgian and German manufacture.

GOVERNMENT NOTICES AFFECTING TRADE.

France and Algeria.

NO FURTHER IMPORT LICENSES ARE TO BE ISSUED FOR MOTOR-CARS AND MOTOR-LORRIES.
(*Board of Trade Journal.*)

The Board of Trade are in receipt, through the Foreign Office, of copy of a Ministerial Notice, published in the French "*Journal Officiel*" for the 1st July, to the effect that no further licenses will be granted for the importation into France and Algeria of motor cars and motor lorries except in cases where it is proved that the vehicles were despatched direct to France or Algeria at a date prior to the publication of the notice.

TARIFF CHANGES AND INTERPRETATIONS.

New Zealand.

The following customs decisions issued on June 14, 1917, by the New Zealand Customs Department, Wellington, N.Z., have been forwarded by the Canadian Trade Commissioner, Mr. W. A. Beddoe:—

NOTE.—“Not otherwise enumerated” appears as n.o.e.; “other kinds” as o.k.; “articles and materials suited only for, and to be used solely in, the fabrication of goods in the Dominion” as a. & m.s. Articles marked thus † are revised decisions.

Record.	Goods.	Classification under Tariff, and Item No.	Rate of Duty.	
			General Tariff.	Preferential Surtax on Foreign Goods.
3/155/2	A. and m.s., viz.:— Advertising buttons or brooches, spring pins for the manufacture of	As a. and m.s. (482)....	Free.	
11/39/2	Motor vehicles, fittings for, viz.:— bonnet-hinges and brass angle plate, in continuous lengths, not bored.			
9/7/2	Myrabolam, solid extract of, for use in tanning.			
9/21	Twine (claimed as sewing-thread) of quality approved by the Minis- ter, for use with boot-lacing ma- chines.			
4/23/5	Boot-cleaning preparations, viz.:— “Pacific Nubuck Suede Cleaner,” white.	As chemical preparations, n.o.e. (70)	20 per cent....	10 per cent.
3/344	“ “ “ “ black. Flexible shafts or shafting (for operat- ing speedometers, dentists’ burs, riveting-machines, etc.), imported separately.	As n.o.e. (483) As manufactured articles of metal, n.o.e. (183)	Free. 20 per cent....	10 per cent.
3/23/2	Lamp-burner cleaners (bundles of fine steel wires, fixed together in the form of a brush, for cleaning bur- ners of Aetna and similar lamps).	As hardware, n.o.e. (182)....	20 per cent....	10 per cent.
2/189/2	Legging-blocks, wooden, including those for use with legging blocking- machines. Machinery, rope and twine-making, etc.:—	As grindery, wooden lasts (310).	Free.	
2/187/2	“New Era” rope-machines.....	As machinery, rope and twine making (165).	5 per cent....	10 per cent.
2/188	Machinery, woollen mill, viz.:— Hosiery drying (“Proctor”) ma- chines.	As machinery, woollen-mill (165).	5 per cent....	10 per cent.
†16/39	Scientific apparatus, viz.:— Lamps, of patterns approved by the Minister, including “Incan- descent Mazda” and “New Miniature” electric lamps, spe- cially fitted and peculiarly adapted for microscope work.	As scientific apparatus (280)..	Free.	

NOTE.—The following decision is *cancelled*: Brushes, wire, used for cleaning lamp-burners, as brushes.

NOTES ON FOREIGN TRADE.

Bonus Granted Purchasers of Tractors in Italy.

(*Vice Consul W. Duval Brown, Palermo, Italy, United States Commerce Reports.*)

On March 3, 1917, the Italian Minister of Agriculture issued a decree offering to all companies or societies who should purchase farm tractors for ploughing a premium or bonus of 30 per cent of the value of the machinery and accessories purchased, and an additional 10 per cent should they acquire 5 or more tractors to be operated by the corporation within one province. By the same decree there is offered a premium of 20 per cent to individual farmers who may purchase farm tractors and accessories. The prevailing high price of grain and the scarcity of it at any price has made not only the Italian Government but the farmers realize the great need of increasing the yield of grain.

It is estimated that there are in Sicily about 325,000 acres suitable for grain, while at present only 65,000 acres are sown to grain. This is due, it is said, to the fact that most of the land suitable for grain in Sicily is held by the large landed proprietors, in estates of 5,000 acres or more. These having found it difficult in the past and now find it practically impossible to obtain the labour necessary for the operation of these estates, have allowed them, to a large extent, to be converted into pasture lands. A large percentage of this area is suitable for the operation of tractors and other farm machinery, and the proprietors of these estates have been heretofore and are now particularly interested in finding suitable farm machinery by which they can overcome this difficulty.

The present estimated yield of grain is 7 bushels per acre, and it is estimated that with deeper ploughing and fall sowing the yield could be increased at least 50 per cent.

Favourable Time for American Manufacturers of Tractors, Etc.

The few tractors and other farm machinery that have been purchased heretofore came from England, Germany, and Belgium. The present is a most favourable time for American manufacturers of tractors to establish themselves in this market, taking advantage of the bonus offered by the Italian Government and the fact that the countries that formerly supplied the market are no longer in a position to do so. The kind of tractor best adapted to the needs of this district should be of not less than 30 horse-power, using either gasoline, kerosene, or coal. It should also be adapted to use on rolling land and be suitable for other farm work besides ploughing, such as furnishing power for threshing machines, etc. To break the land to the proper depth—that is, from 10 to 12 inches—a high-powered tractor is necessary. The soil here is at all times harder than in a country where it is pulverized by the winter frost and subsequent thawing and during the summer, the time during which ploughing should be done.

Purchases by Organizations.

Since the premium given to societies or corporations purchasing as many as five tractors is double that given individual farmers, it would be to the advantage of the American manufacturers to encourage the formation of such organizations for the purchase and operation of tractors or auto ploughs.

The best manner in which to do this would be by the incorporation of Italian-American companies under the Italian laws, with, say, one-half the stock subscribed here and one-half in America, the American capital subscribed being represented by a

consignment of machines in return for which they should receive stock in the company. Upon delivery of the machines the manufacturer of the tractors or the parties who had subscribed the capital for their purchase should receive the 30 or 40 per cent bonus offered by the Italian Government and the residue in two equal installments at the end of one and two years, with interest. In this way the sellers of the tractors would have control, as stockholders in the corporation, over the machinery until they were entirely paid, at which time they could turn in their stock, thus securing not only the payment for the machines in full, but any profits the organization might make during the years it was being operated.

To be successful such an organization should have among its members some of the more important landed proprietors of Sicily. These could, it is believed, be interested in the matter and there should be no great difficulty in getting them to subscribe to stock. The income of the organization would be from the money received for breaking the land at so much per acre.

The foregoing is only a general outline of what might be done, and it would be best for any large manufacturers of farm tractors and accessories who are in a position to deliver, say, 10 or 15 tractors within the next few months to send over a representative with full power to treat with individuals or corporations. Such a representative would have to arrange the details and settle upon the manner and terms of the contract.

Shortage of Machines.

A difficulty to be considered is the shortage of mechanics for the operations of these machines. As Sicily is not an industrial district it is difficult even in normal times to find good operators. Therefore it would be necessary to send mechanics with the machinery, the salaries of whom would be paid by the corporation.

Argentina's Future.

(London Times Trade Supplement).

The Government of the Argentine Republic anticipates that the close of the war will find that country's position on the world's markets altered in certain respects. At the request of the Minister of Agriculture, diplomatic representatives have been instructed to report on the subject of future trade relations with the respective countries to which they are accredited. Prospects in the meat and grain trades are felt to require special investigation for several reasons. How far Brazil's competition in the meat export trade will affect Argentina's general relations with former customers is a question of importance. South Africa's possibilities as a packer are also causing the Argentine Government some anxiety. On the other hand, it is considered that the favour with which Argentine meat products have been received in the French Army will lead to permanently increased sales in France. The same remark applies, though perhaps to a less extent, to Italy. Another European market in which success is anticipated is Spain, whose Government has recently received a report from a commissioner specially appointed to study cattle raising and meat packing conditions in Argentina. With respect to the grain trade, it is desired to investigate the probable effect on Argentine trade of increased wheat cultivation in Canada and the United Kingdom. The aspect of the situation which is of prime interest in this country is the extent to which Argentina's new customers for its products will succeed in increasing sales of their manufactures in Argentine markets. Finance and immigration are both needed badly in the Republic, and the nations who can purchase most freely in the Argentine markets, financing such purchases at the same time, and who can also populate her industries will be in the best position for selling their own wares.

Attention has been drawn more than once in these columns to the changes which have taken place since the war in the position of the manufacturing countries which

used to supply the Argentine market, and there seems considerable justification for the belief that after the conclusion of peace Great Britain will regain her position, particularly in view of the fact that her strongest competitor in this market—viz., the United States—will now be competing with her for the honours of war as well as for the spoils of commerce.

Whips in New Zealand.

(*Consul General Alfred A. Winslow, Auckland, United States Commerce Reports*).

There are a large number of whips imported into New Zealand, and practically all of the drop-lash whips have come from the European markets, of which Great Britain has supplied the majority. Of late sample orders have been received from the United States, which have been found not well adapted to this market, for the reason that the drop lash is fully one-third too long, and the upper part of the stock and lash too heavy, which makes the whip top-heavy. It would pay the American manufacturer to study this point and meet it if possible, for it would seem that there might be a good market here for American whips of that class.

The ordinary straight buggy whip comes almost entirely from the United States. The dealers state that the American buggy whip excels any other of the kind made, and the sale about equals that of the whip with the lash.

There is a good demand also for the cart and stock crops made of hickory. They are considered in New Zealand as the very best crops to be had. A firm in Auckland says it would be glad to get in communication with the manufacturers of hickory cart and stock crops, since the last order sent in to an American house was not filled, for the reason that the company had discontinued manufacturing them. It is understood that this business amounts to quite an item during the year, and it would seem that some firm might be in position to fill the orders.

Trade with South America.

USE OF THE SPANISH LANGUAGE—CHILEAN INVOICES.

(*British Export Gazette*).

We have repeatedly emphasized the need for cultivating the use of the Spanish language when seeking trade in the South American markets. This advice has, we note, been enforced by the communication recently addressed to the English Board of Education by the British Chamber of Commerce in the Argentine Republic. Not only do they point out the importance of a knowledge of Spanish on the part of United Kingdom firms established in or doing trade with the Argentine, but they emphasize how ignorant of the language are the majority of the British subjects arriving in the Republic, which contrasts most unfavourably with the knowledge of it possessed by the Germans. All this will, of course, be altered in the process of time, thanks to the efforts now being made in England to this end, for the need for language culture if we are to hold our own in distant markets after the war is very real.

Shippers ought very carefully to note the new regulations of the Chilean Customs in regard to invoices, which will only be accepted if they contain (a) the name of the seller of the goods by whom the invoice is made out; (b) the name of the consignee and port of destination; (c) the name of the vessel in cases where the invoice is drawn up at the port of shipment; (d) the marks, numbers, quantity, and class of the package and the weight of each; (e) the designation of each class of goods by name, and should there be various kinds of any class, a particular designation of each kind; (f) the gross and net weight of each variety of merchandise; and (g) the price of each kind of goods. These invoices must be drawn up in the Spanish language.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending Aug. 3, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	475,094	386,590	21,943	.....	88,627
Consolidated Elevator Co.	307,553	128,683	11,871	46,068	494,175
Empire Elevator Co.	312,383	204,683	15,957	121,733	654,756
Ogilvie Flour Mills Co.	532,232	70,771	13,834	.....	616,837
Western Terminal Elevator Co.	233,484	175,527	6,792	119,619	535,422
G.T. Pacific	470,941	310,902	14,263	41,012	837,118
Grain Growers' Grain Co.	288,944	245,261	9,478	.....	543,683
Fort William Elevator Co.	138,261	81,662	5,752	53,964	279,639
Eastern Terminal Elevator Co.	195,939	175,448	7,994	.....	379,381
Port Arthur—					
Port Arthur Elevator Co.	1,216,638	996,356	113,086	53,286	2,379,366
D. Horn & Co.	142,288	119,435	11,171	51,971	323,915
Dominion Government Elevator.	805,373	638,452	49,133	103,262	1,596,220
Thunder Bay Elevator Co.	460,928	207,733	20,686	30,639	719,986
Total Terminal Elevators.....	5,580,058	3,741,503	301,960	620,604	10,244,125
Saskatoon Dom. Govt. Elevator.....	92,108	69,663	4,018	8,753	174,542
Moosejaw Dom. Govt. Elevator.....	217,673	33,540	1,962	.....	253,175
Calgary Dom. Govt. Elevator.....	29,082	15,202	1,306	547	46,137
Vancouver Dom. Govt. Elevator.....	.....	.....	.....	.....	-
Total Interior Terminal Elevators..	338,863	118,405	7,286	9,300	473,854
Depot Harbour.....	244,456	.....	.....	.....	244,456
Midland—					
Aberdeen Elevator Co.	66,815	.....	.....	.....	66,815
Midland Elevator Co. ....	.....	.....	.....	.....	-
Tiffin, G.T.P.	31,941	468,127	.....	.....	500,068
Port McNicol.....	127,437	1,657,739	5,245	.....	1,790,421
Collingwood.....	.....	40,005	.....	.....	40,005
Goderich.....	200,171	339,383	2,000	.....	541,551
Western Canada Flour Mills Co.	169,335	.....	.....	.....	169,335
Kingston—					
Montreal Transportation Co.	140,658	181,038	.....	.....	321,696
Commercial Elevator Co.	16,995	107,123	.....	.....	124,118
Port Colborne.....	2,446	151,443	.....	.....	153,889
Prescott ..	.....	.....	.....	.....	-
Montreal—					
Harbour Commissioners No. 1.....	880,178	1,833,596	129,745	.....	2,543,519
" " No. 2.....	1,105,946	623,543	14,446	.....	1,743,935
Montreal Warehousing Co. ....	.....	.....	.....	.....	-
Quebec Harbour Commissioners.....	3,851	64,547	.....	.....	68,398
West St. John, N.B.	54,325	2,057	6,252	.....	62,634
Halifax, N.S.	219,725	.....	.....	.....	219,725
Total Public Elevators.....	3,264,279	3,468,601	157,688	.....	8,890,568
Total quantity in store.....	9,183,200	9,328,509	466,934	629,904	19,608,547

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior
Terminal Elevators, and at Public Elevators in the East for the Week ended
August 3, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—Grades				
No. 2 Hard.....			48,396	48,396
No. 1 Hard.....	4,754			4,754
No. 1 Northern.....	668,605	14,450	833,751	1,516,806
No. 2 ".....	942,430	47,744	939,257	1,949,431
No. 3 ".....	973,225	87,674	631,727	1,692,626
No. 4 Wheat.....	736,277	23,513	203,166	962,956
No. 5 ".....		9,195	132,272	141,467
No. 6 ".....		8,346	58,705	67,051
Other.....	2,254,767	147,941	397,005	2,799,713
Totals.....	5,580,058	338,863	3,264,279	9,183,200
Oats—Grades				
No. 1 C. W.....	13,641		1,389	15,030
No. 2 ".....	1,262,965	15,906	2,149,067	3,427,938
No. 3 ".....	334,285	12,100	629,071	975,456
Ex. No. 1 Feed.....	654,618	14,967	1,059,706	1,729,291
No. 1 Feed.....		12,698	756,318	769,016
No. 2 ".....		5,170	99,709	104,879
Other.....	1,475,994	57,564	773,341	2,306,899
Totals.....	3,741,503	118,405	5,468,601	9,328,509
Barley—Grades				
No. 3 extra C. W.....				
No. 3 C. W.....	81,860	1,465	67,342	150,667
No. 4 ".....	143,809	2,531	78,156	224,496
Feed.....	16,338	898	2,942	20,178
Rejected.....	31,153		2,567	33,720
Other.....	28,806	2,392	6,681	37,873
Totals.....	301,960	7,286	157,688	466,934
Flax—Grades				
No. 1 Northwestern Canada.....	369,150	608		369,758
No. 2 C. W.....	174,742	3,757		178,499
No. 3 ".....	49,036	3,978		53,014
Rejected.....		403		403
Other.....	27,676	554		28,230
Totals.....	620,604	9,300		629,904
Corn.....				
Total quantity in store.....	10,244,125	473,854	8,890,568	19,608,547

**Quantity of United States Wheat, Oats, Rye and Corn in Store at the following
Public Elevators in the East, for the Week ending August 3, 1917.**

	Wheat.	Oats.	Rye.	Corn.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Depot Harbour		115,117			115,117
Aberdeen Elevator Co.				68,546	68,546
Midland Elevator Co.		803,720			803,720
Tiffin, G. T. P.					—
Harbour Commissioners No. 1			1,812	29,877	31,689
" " 2					
Total, United States Grain		918,837	1,812	98,423	1,019,072

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East on August 3, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>August 3, 1917.</i>			
Terminal Elevators.....	5,580,058	4,664,067	10,244,125
Interior Terminals.....	338,863	134,991	473,854
Public Elevators in the East	3,264,279	5,626,289	8,890,568
Total.....	9,183,200	10,425,347	19,608,547
<i>August 4, 1916.</i>			
Terminal Elevators.....	10,373,164	7,737,357	18,110,521
Interior Terminals.....	666,321	131,690	798,011
Public Elevators in the East	6,570,070	6,127,342	12,697,412
Total.....	17,606,555	13,996,389	31,602,944
<i>August 5, 1915.</i>			
Terminal Elevators.....	1,363,817	1,762,454	3,126,271
Interior Terminals.....	37,355	57,578	94,933
Public Elevators in the East.....	726,970	1,092,596	1,819,566
Total.....	2,128,142	2,912,628	5,040,770
<i>August 6, 1914.</i>			
Terminal Elevators.....	1,806,111	3,256,700	5,062,811
Public Elevators in the East.....	2,794,131	2,490,587	5,284,718
Total.....	4,600,242	5,747,287	10,347,529

	Month of July, 1917.	Eleven Months ended July, 1917.	Eleven Months ended July, 1916.
	No.	No.	No.
Barley—			
Number Two C. W.			2
" Three Extra C. W.		45	179
" Three C. W.	102	1,827	4,370
" Four C. W.	195	2,646	2,287
Rejected	24	340	494
No Grade	79	1,450	1,494
Condemned		2	2
Smutty			2
Feed	28	1,651	245
Total Barley	428 556,400	7,961 10,349,300	9,075 12,251,250
Flaxseed—			
Number One N. W. Canada	327	4,622	4,176
" 2 C. W.	126	999	110
" 3 C. W.	59	390	57
Rejected	13	64	29
No Grade	11	180	17
Condemned	4	12	—
Total Flaxseed	540 594,000	6,267 6,893,706	4,389 5,047,350
Rye	4 4,000	178 178,000	148 148,000
Screenings	44 44,000	414 414,000	309 309,000
Speltz			2 2,000
<i>Recapitulation.</i>			
Grain—			
Wheat	8,814 10,136,100	163,558 188,091,700	268,654 322,384,800
Oats	3,973 7,747,350	47,433 92,494,350	51,852 106,296,600
Barley	428 556,400	7,961 10,349,300	9,076 12,251,250
Flaxseed	540 594,000	6,267 6,893,700	4,389 5,047,350
Rye	4 4,000	178 178,000	148 148,000
Screenings	44 44,000	414 414,000	309 309,000
Speltz			2 2,000
Total grain	13,803 19,081,850	225,811 298,421,050	334,429 446,439,000
Canadian Pacific Railway	7,125	120,750	181,410
" " Calgary	374	7,557	6,877
Canadian Northern Railway	5,305	71,296	101,564
Great Northern Railway, Duluth	4	3,511	5,138
Grand Trunk Pacific	995	22,697	39,440
Total	13,803	225,811	334,429

RECAPITULATION—COMPARATIVE FIGURES FOR

Eleven Months ended July 31.	Total Number of Cars.
1901-2.	55,606
1902-3.	54,144
1903-4.	39,249
1904-5.	39,928
1905-6.	67,163
1906-7.	76,462
1907-8.	62,867
1908-9.	87,103
1909-10.	110,999
1910-11.	97,419
1911-12.	172,845
1912-13.	185,289
1913-14.	192,918
1914-15.	121,356
1915-16.	334,429
1916-17.	225,811

TENDERS INVITED.

Australia.

Tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for equipment required by the Victorian Railways, Melbourne, and the Postmaster-General's Department, Adelaide, S.A. These tender forms are open to the inspection of Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer File No. 17424). Particulars of the requirements, together with the date on which the tenders close at Melbourne, are briefly outlined thus:—

VICTORIAN RAILWAYS.

No.	Date closing.	Particulars.
31,038.	October 17, 1917—	1,000 caustic soda primary cells, complete, as specified.

POSTMASTER-GENERAL'S DEPARTMENT, ADELAIDE.

Tenders addressed to the Deputy Postmaster-General, Adelaide, S.A., are as follows:—

Schedule.	Date closing.	Particulars.
No. 476.	October 31, 1917—	10 parts for Wheatstone receivers.
No. 476.	" 31, 1917—50 "	" transmitters.

Owing to war regulations, the dates of sailings from Vancouver and San Francisco are not available. Those firms desiring to tender, however, are advised to mail tenders as soon as possible.

TRADE INQUIRIES.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1145. **Wooden buckets.**—A London firm will be pleased to hear from Canadian manufacturers of wooden buckets in oak, cedar and whitewood with a view to possible business later on.

1146. **Stockinette meat wraps.**—One of the principal meat-packing firms and largest exporters in Australia will give Canadian quotations, on the basis of f.o.b. steamer at shipping port, or preferably c.i.f. principal Australian ports, on stockinette wraps for mutton, lamb and beef, very sympathetic consideration. Samples can be seen at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. See page 315.

1147. **Cheese caps and binding.**—An Australian firm making a specialty of supplies for cheese factories is desirous of receiving quotations for cheese caps and binding in wholesale quantities upon the basis of f.o.b. Canadian shipping port or c.i.f. Melbourne and Sydney. Samples can be seen at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. See page 315.

1148. **Paper, wood-pulp.**—A Paris buyer desires to open negotiations with manufacturers of paper of all kinds and wood-pulp, mechanical, sulphite, bleached and unbleached.

1149. **Steel nails.**—A Paris importer desires to get in touch with manufacturers of steel nails and other kinds.

1150. **Agency for canned goods.**—A London firm who state that their import department is specially adapted and efficiently organized for the importation and sale of canned fruit, vegetables and fish, are anxious to get in touch with a first-rate Canadian export canning firm which might be disposed to appoint them as sole agents in the United Kingdom. They state they can give excellent references.

1151. **Honey.**—A firm of importers in Aberdeen, Scotland, wish to get in touch with Canadian exporters of honey packed in barrels or in tins with two tins packed in a case.

1152. **Chemicals for cloth-finishing trade.**—A Glasgow firm would like to represent Canadian exporters of the above.

1153. **Oils and greases.**—A Glasgow house having good connection with engineering trade is open to accept Canadian agency.

1154. **Bacon.**—A large Glasgow importer wishes to be placed in touch with exporters of bacon who have not yet established connections in this country.

1155. **Gallon apples.**—A Glasgow importer in a position to obtain the necessary import license wishes to receive quotations on the above.

1156. **Insect powder.**—A Glasgow firm asks to be placed in communication with manufacturers of insect powders.

1157. **Essences and powders for making temperance drinks.**—A Glasgow firm makes inquiry for the above.

1158. **Bass and cotton wood.**—A Glasgow firm of basketmakers wishes to get into touch with Canadian exporters of bass, cottonwood and other woods suitable for basket-making. These are bought in the log, diameter 18 inches to 24 inches, and 20 feet long. The inquiry is made with a view to after-the-war business.

1159. **Stitching wire.**—A Glasgow firm of basketmakers, who buy the above, 18 to 22 gauge, in 10 to 20-ton lots, wishes to get into touch with Canadian exporters with a view to post-war business.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

(*Circulated within Canada only.*)

Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

- *Canada Year-Book. (*Price, \$1.00.*)
- *Census Returns. (*Price of volumes vary.*)
- *Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Gulana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, Lonja del Comercio. Apartado 1290, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, care of H. B. M. Consul, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nasseau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bagota, British Consul General.

Ecuador:

Quitto, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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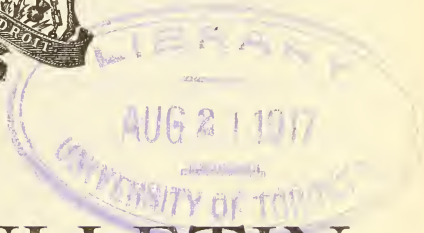
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Commercial Intelligence Journal

VOL. XVII.



No. 708.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, AUGUST 20, 1917,

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA.
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, August 20, 1917.

No. 708

AUSTRALIA.

REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, June 13, 1917.

THE CONFECTIONERY TRADE IN AUSTRALIA.

Going back over a period of years, exhaustive reports have been furnished by this office to various Canadian manufacturers of confectionery who had indicated a desire to introduce their goods into Australia. While some of the carefully compiled information was not even acknowledged by the recipients, the most regrettable feature is that no concerted effort has been made in Canada to exploit the Australian confectionery trade.

Quite a number of the more important confectionery industries in the Dominion are, admittedly, handicapped by the factories being distant from the seaboard, both in regard to obtaining their raw materials and in making shipments oversea.

Manufacturers close to the seaboard in countries competing for the Australian trade enjoy the advantage of lower primary costs and little or no inland transportation charges. There are, however, some important confectionery plants at or close to Canadian ocean ports which are quite as favourably situated for export trade as those in other countries.

Hence, it is considered by Australian importers that, in normal trading years at least, these Canadian manufacturers are in a position to successfully compete and secure a portion of the trade in high-class confectionery which the trade calls for. Whether this can now be done, under excessive primary costs and abnormal ocean freights, is a question of considerable conjecture.

The particulars sent herewith have been inspired by inquiries received from Canada, and are the result of close investigation of all phases connected with the importation of confectionery into the Commonwealth. If, for the reasons given, the trade is not now attractive to Canadian manufacturers, the data submitted in subsequent paragraphs may be useful for reference when the conditions are more favourable for exploiting the Australian market.

The Australian Confectionery Industry.

The confectionery industry in Australia is a large and growing one. In the period 1911-1914 (the latest available statistics) the number of factories increased from 95 to 114, employees 3,480 to 4,163, and the value of the output from £1,351,275 to £1,838,222.

As these factories have been utilizing their resources to the fullest extent during the past two years owing to the effect of the war upon the exports from England (which furnished the bulk of the Australian oversea confectionery requirements), hence, in expert opinion, a further expansion at least equal to that of the whole preceding four years has resulted.

Practically the whole of the cheap and medium-priced trade is in the hands of domestic manufacturers and only the best qualities are imported. It is generally admitted that the quality and "get up" of the local product is steadily improving, due no doubt to the enterprise of the larger manufacturers in the erection of the latest type of machinery and to the engagement of experts from other countries.

Imports of Confectionery in a Normal Year.

Taking a normal year such as 1913, the imports into the Commonwealth combined with the output of domestic factories, demonstrate that Australians are large consumers of all kinds of confectionery. The imports (exclusive of cocoa and chocolate prepared for edible or potable use, caramel, caramel paste, etc.) for the year mentioned were, according to country of origin, as follows:—

Country of Origin.	Quantity. Lbs.	Value. £
United Kingdom.. . . .	6,830,510	335,005
Canada.. . . .	550	25
New Zealand.. . . .	85	6
Other British countries.. . . .	192	4
Asia Minor.. . . .	3,467	164
Austria-Hungary.. . . .	1,245	84
Belgium.. . . .	48,024	3,152
China.. . . .	19,756	411
Cochin China.. . . .	4,673	1,590
Egypt.. . . .	4,482	111
France.. . . .	83,351	4,498
Germany.. . . .	199,278	11,984
Italy.. . . .	11,678	746
Netherlands.. . . .	46,390	3,002
Norway.. . . .	30,445	4,529
Switzerland.. . . .	838,178	53,339
United States.. . . .	572,939	29,789
Other foreign countries.. . . .	6,362	180
Total.. . . .	8,701,965	448,619
Importing States—		
New South Wales.. . . .	3,530,104	180,158
Victoria.. . . .	2,865,854	153,985
Queensland.. . . .	820,747	43,620
South Australia.. . . .	630,034	31,581
Western Australia.. . . .	574,619	25,625
Tasmania.. . . .	278,711	13,618
Northern Territory.. . . .	1,896	32
Total.. . . .	8,701,965	448,619

Class of Confectionery in Demand.

In addition to the natural protection of ocean freights and other charges, the high customs duties practically prohibit the importation of cheap and medium qualities of confectionery, hence the imports mainly comprise goods much superior in quality and appearance to those locally made, or lines not yet attempted to be manufactured in Australia.

Chocolate goods predominate in the imports, and those of English make are easily first in popularity, as a casual glance at the window of any confectionery store in an Australian city would demonstrate.

Packed in cardboard boxes, tins or glass jars—with decorative labels—mostly in the popular sizes of one-half and one pound in weight, the appearance of these chocolate goods and superior boiled sweets is invariably neat and inviting to the buyer and, incidentally, form an object lesson to the local manufacturer as a guide in the "make-up" of his competitive lines.

Leading importers, when interviewed, stated that, owing to higher values and increased cost of importation in 1916-17, the importation of confectionery from Great

Britain declined to such an extent that only small stocks are now available in Australia. The position has become more accentuated and uncertain because, on March 12, 1917, the British Government prohibited the exportation of confectionery. At this date there is a decided shortage—which must become more pronounced—in Australia of best quality chocolate goods, crystallized fruits of all kinds and sizes (including cherries), crystallized gum drops, jube jubes, etc., which the local manufacturer is unable to make. Importers are emphatic in their opinion that the opportunity is an excellent one for Canadian makers who are in a position to avail themselves of it.

Apart from the lines mentioned, anything new or novel in confectionery would be welcomed by importers, but generally any goods of the description and quality of the best English makes would be readily saleable.

Exporting and Shipping Confectionery from Canada.

Probably the most essential factor in exporting confectionery is the necessity of meeting the climatic conditions which the goods have to undergo in transit from factory point in Canada to the retail store in country of destination. Goods for home (Canadian) consumption are put to no test in regard to their carrying capacity, for they go almost directly into the retailer's hands. It must be borne in mind that, under the most favourable circumstances, export goods are at least several months old before they come into the hands of the consumers.

Goods must not be shipped from Canada at such time as will land them in Australia during the hot summer season. Australian importers arrange shipments so that they do not arrive later than the end of October or before March 1, for if the goods happen to be held up on the wharf for even two days of exceptionally hot weather damage is almost sure to occur. Even if the damage is not immediately apparent, sufficient harm will have been done to impair the "lasting" capacity of the goods and thus prove detrimental to the reputation of the manufacturers.

Chocolates and Sweets in Fancy Boxes.

There is an immediate and a recurrent demand for confectionery packed in fancy boxes—particularly in high class chocolates—and during the past six months an American brand, shipped at San Francisco, has secured a firm footing on the Australian market, primarily, through neat containers but, admittedly, the contents are excellent in quality. It is stated by importers that British manufacturers were not disposed to cater specially for export conditions as regards box lines, but endeavoured to make the home supply container fit into the Australian demand.

The trade for suitable lines which can retail in Australia at from 1s. (24 cents) to 2s. 6d. (61 cents) is very large, and is undoubtedly well worth making a special effort to capture, for it also makes for an advertising medium for the bulk chocolates supplied by the same manufacturers.

Obviously, variety and design in boxes is a most important item, and three or four new designs each year would help to keep the trade together.

The following prices will serve as an indication of the quotations of the Australian importer to the retail distributor:—

Retail prices per box.	Wholesale prices per dozen boxes.
1s. = 24 cents.	8s. = \$1 95
1s. 6d. = 36 "	12s. to 12s 6d. = 2 92 to \$3 04
2s. = 49 "	15s. to 16s = 3 65 to 3 89
2s. 6d. = 61 "	17s. 6d. to 20s = 4 26 to 4 87

In the lower priced boxes, a flanged compact container is in favour, with a medium spread, but the larger boxes require more spread in proportion to the weight.

Bulk Lines of Confectionery.

As a rule, bulk lines of chocolates are not foiled, although in some instances wooden boxes containing two pounds of a high class are foiled. Boxes containing

four pounds are the limit of weights imported. In higher priced goods it is advisable to pack in two pounds, for the small retailer will not purchase four pounds of expensive chocolates. The greatest demand in chocolates exists for assortments, comprising a variety of centres—hard and soft—the larger variety the better.

The other main chocolate lines are cream (assorted and straight), caramels, fruits, toffees and nuts. It is well to have a nice assortment in milk covering, partly foiled to give a variety in the appearance of the contents. Anything new in the way of centres is always appreciated, even if the line does not have a long run.

While pre-war prices are no guide for trading to-day, it may be stated that the Australian representative of oversea manufacturers was able (prior to the war) to take his indents on a basis of £4 4s. or \$20.44 per 112 pounds c.i.f. (i.e., landed on wharf Melbourne and Sydney, plus bank exchange) for the majority of the lines of chocolates some (such as straight creams) being lower, but the price quoted was the general rate which, however, was frequently cut for large business.

Cake Chocolate.

The demand for cake chocolate—in milk and nut milk—is a large one, chiefly in cakes sold at 3d. or 6 cents and 6d. or 12 cents per cake; this line is imported in boxes of a retail value of 6s. or \$1.46, irrespective of size. Local lines of these goods have, since the war, commanded a large sale, but there is undoubtedly a market for an article of superior quality to that now made in Australia.

Pastilles.

A British make had almost undisputed sway with their fruit and mixed pastilles on the Australian market. As these goods are not now obtainable, it is claimed by leading importers that there is an opening for a reliable line of pastilles to which the attention of Canadian manufacturers is directed.

General Lines of Boiled Sweets.

There has always been a fair demand in Australia for good boiled sweets of special make, such as that put up by the Pascall Company in England, but great care has to be taken in packing and shipping, as the goods are so easily affected by heat and soon become unsaleable if held in stock for only a comparatively short time.

The small glass jars that retail at 1s. or 24 cents constitute the principal line. Except in the case of special boiled sweets, it may be stated that the importing charges and customs duties are too high for competition with local makes which show good value and can be bought from day to day in limited quantities as desired. Lines of "butter scotch" toffees, nut and plain, and other specialities of British make have commanded a large sale in jars and tins which retailed at 1s. or 24 cents and under.

Good Neat Foiling on Chocolates Essential.

Nothing will condemn imported chocolates more in the eyes of dealers than inferior foiling. It must be well done or not at all. Finish must be smooth and no ends must be visible (except underneath).

Labelling for Export.

A varied and attractive design on boxes or containers is a special and popular feature as it will frequently attract a buyer for the purpose of window dressing. It is these minor details of "get up" that appeal to importers and too much importance cannot be stressed thereon. It is essential in introducing a new line of confectionery that interest should be first aroused by what meets the observation of the individual buyer.

Packing for Export.

On bulk lines (not in fancy boxes) wooden boxes should be used as they make up a stronger package for country distribution and their contents will carry more satisfactorily. Should cardboard boxes be used, they should have a lip or flange on the lid which will fit down over the front of the box and so prevent "spreading" under pressure.

Chocolates must be packed in shutes and care given to filling the box with packing so that no movement can take place and cause the pieces to rub.

The general appearance and labelling of the boxes deserves special attention, for it is in this regard that the British and the Australian manufacturer generally fail to make a good impression. The principle of displaying the goods to the best advantage is quite obvious. In casing up the boxes for export a good waterproof lining should be used and it is advisable to have the cases made of tongued and grooved boards. Economy in space is most essential in these days of high ocean freights.

Special Line of United States Chocolates.

It may encourage Canadian manufacturers distant from the seaboard to know that the special line of United States chocolates now commanding an extensive sale in Australia are made in Salt Lake City (Utah), which is 817 miles distant from San Francisco—the port from which shipment is made.

Fancy boxes, neat and attractive, containing half a pound are in chief demand although one-pound boxes are also sold.

Special attention is directed to the cases and packing. The measurement of the cases is 30 by 24 by 21 inches outside and 26 by 22 by 18 inside, tin-lined, iron-hooped, securely nailed and buttressed at the ends.

Commonwealth Customs Duties on Confectionery.

As indicated in a previous paragraph, the Australian customs duties on confectionery are prohibitive in so far as the cheaper lines are concerned, hence this trade is entirely in the hands of domestic manufacturers.

The duties are 3 pence or 6 cents per pound or 30 per cent ad valorem (whichever rate returns the higher duty) if imported from the United Kingdom only, and 3½ pence or 7 cents per pound or 40 per cent ad valorem (whichever rate returns the higher duty) if imported from all other countries (including Canada). The ad valorem rates are really higher than superficially expressed, for the reason that 10 per cent is added to the invoice value of the goods before the duties are computed thereon, so that, in actual practice, the 30 per cent becomes a net duty of 33 per cent and the 40 per cent becomes a net duty of 44 per cent.

Prices at which Sugar is Sold in Australia.

In the manufacture of confectionery in any country, the cost of sugar is the most important factor and in this regard confectioners in Australia are now probably more favourably placed than their competitors in other parts of the world.

As indicated in a recent report, the wholesale prices fixed by the Commonwealth Government vary from £27 2s. 6d. (\$132) for refined white up to £30 7s. 6d. (\$147.82) for brewers' crystals per ton of 2,240 pounds. From these prices the discounts vary from 2½ to 4½ per cent, depending on the quantities purchased and promptitude in payment of accounts.

Shipping Confectionery to Australia.

From Eastern Canadian points, manufacturers can obtain information in respect to the rates of freight and sailings of steamers on application to the following addresses:—

The New Zealand Shipping Company, Board of Trade Building, Montreal.

The American and Australian Steamship Line, agents, Messrs. Norton Lilly & Co., Produce Exchange, New York.

Commonwealth and Dominion Line, Ltd., agents, Messrs. Funch Edye & Co., Maritime Building, 8-10 Bridge street, New York.

United States and Australasia Steamship Company, Maritime Buildings, 8-10 Bridge street, New York.

Luckenback Steamship Company, Inc., 44 Whitehall street, New York.

From Western Canadian points, application should be made to the:—

Canadian-Australasian Royal Mail Line, 440 Seymour street, Vancouver.

Representation in Australia Essential.

As in other lines of imported goods, capable and reliable representation in Australia is absolutely essential for Canadian confectionery manufacturers in order to successfully introduce their goods and to maintain the trade.

In this connection, attention is directed to Trade Inquiry No. 1174, which appears in this issue of the Bulletin. An experienced firm of indentors make application for the agency of Canadian manufacturers desirous of exploiting the Australian trade in an aggressive manner.

AUSTRALIA.

REPORT OF THE COMMERCIAL AGENT OF NEW SOUTH WALES.

(*Mr. B. Millan.*)

SYDNEY, N.S.W., July 5, 1917.

TRADE OF NEW SOUTH WALES.

After an unusually mild winter a sharp onset of cold weather during the last few weeks caused some activity in the business for seasonable lines, both of wear and foodstuffs.

Apart from this factor, business generally, for the month just closed, was reported as being very dull and prospects of an improvement in the near future are not very bright.

Independently of war causes the recent state elections for parliament and the general shire elections have had a very unsettling effect on business.

Recent heavy falls of rain throughout the state have been of immense benefit to the pastoral and agricultural portions of the state. Sowing operations have been considerably delayed owing to the hardness of the soil but the timely downfall of rain has enabled late sowing operations to be concluded.

The state Government has just made a pronouncement that the heavy expenditure of the previous government is to be cut down very extensively and it will only carry out developmental operations with the object of maintaining as evenly as possible the financial equilibrium of the state.

Many works have been cut down or entirely suspended in consequence and the effects are being felt in the increase of unemployment of mechanics.

NEW SOUTH WALES HARDWOODS.

Reference was made in the report dated June 7 (see *Weekly Bulletin* No. 706) as to the suitability of New South Wales hardwoods for shipbuilding purposes. A firm in Sydney handling a large quantity of the timber mentioned now furnishes the following prices and sizes, delivered f.o.b. vessels in Sydney Harbour.

The quotations are for ironbark, the hardest and most durable timber grown in the state, and are per cubic foot.

		s. d.		s. d.		s. d.		s. d.
10 x 8-in.	25 feet...	3 1½	30 feet,	3 3	40 feet,	3 3½	50 feet.	—
9 x 9 "	"	3 1½	"	3 3	"	3 3½	"	—
10 x 9 "	"	3 1½	"	3 3	"	3 3½	"	—
12 x 9 "	"	3 1½	"	3 3	"	3 3½	"	—
14 x 9 "	"	3 4½	"	3 6	"	3 7½	"	—
10 x 10 "	"	3 1½	"	3 3	"	3 4½	"	3 6
12 x 10 "	"	3 1½	"	3 3	"	3 4½	"	3 6
14 x 10 "	"	3 3	"	3 4½	"	3 9	"	3 10½
16 x 10 "	"	3 4½	"	3 6	"	3 9	"	4 0
12 x 12 "	"	3 1½	"	3 3	"	3 7	"	3 9
14 x 12 "	"	3 1½	"	3 3	"	3 7	"	3 9
16 x 12 "	"	3 3	"	3 4½	"	3 7	"	3 9
18 x 12 "	"	3 4½	"	3 6	"	3 9	"	3 10½
14 x 14 "	"	3 3	"	3 4½	"	3 6	"	3 9
16 x 14 "	"	3 3	"	3 4½	"	3 6	"	3 9
16 x 16 "	"	3 6	"	3 7½	"	3 9	"	4 0
18 x 16 "	"	3 7	"	3 9	"	3 10½	"	4 0
19 x 18 "	"	3 9	"	4 1½	"	4 6	"	4 9

There is at present a fair amount of freight per sailer available for Pacific coast ports, at moderate rates, and agents are now booking for some time ahead. It is hard to say how long this will last. Within the next few months it is the intention of the State Government to increase the royalty payable to it to the extent of 3 pence per cubic foot, so that it will be necessary to add that amount to the above prices, which are merely a guide to the present market rates and are subject to variations.

Although the prices previously given only specify the price of ironbark, prices will be quoted on application to this office for a variety of other hardwoods.

SHORTAGE OF PRINTING PAPER.

The sudden cessation of shipping from North American ports and the closing down of Scandinavian paper mills from lack of fuel, foreshadows a paper famine in New South Wales.

What little paper is available has gone up in price enormously, and the consequence is that many papers have ceased publication. Other papers announce that owing to the necessity of husbanding their stocks the size of the issues will be considerably reduced.

NEW SOUTH WALES BUTTER INDUSTRY.

The export butter season, which has now practically terminated, has been the most profitable season recorded.

Shipments practically ceased for the season at the end of April owing to the decreasing yield and the necessity of providing supplies for home consumption.

Although a large quantity is shipped to the East, the bulk of the supplies has gone to the United Kingdom. The following table shows a remarkable increase over the amount exported in 1915-16 as compared with the season 1916-17:—

1914-15..	 pounds.	20,879,624
1915-16..	 "	2,954,502
1916-17..	 "	21,743,048

The season 1915-16 was a disastrous one for the butter industry, the chief butter-producing districts have suffered from a very bad drought.

Concerning the quality of the butter, the returns show that 80 per cent of the butter exported was first quality under the Commonwealth Commerce Act.

The high standard of 93 points to represent our choicest butter, as against 90 points formerly, has been the means of commercially compelling every butter factory to put in a pasteurizing plant, thus giving the product a good keeping quality.

MARKET FOR MICA AND MICANITE.

Mica is known to exist in New South Wales, but has not yet been worked, although there is a considerable demand for the article.

The bulk of the supply imported into New South Wales comes from India, but owing to shipping and other difficulties importation for some time past has been very erratic.

Importers state that the time is opportune for Canadian suppliers to test the market. Following are particulars of sheet mica suitable for local requirements:—

Rough cut in grades from 6 square inches to 48 square inches each, say in five or six grades.

Cut to dimensions.—4 inches by 3 inches, 6 inches by 4 inches, 8 inches by 4 inches, and occasionally 8 inches by 6 inches and 8 inches by 8 inches.

Quality.—Clear to moderately stained and free from fractures.

Packages.—Higher value in cases weighing from 50 pounds to 60 pounds. Lower value in cases weighing from 100 pounds to 112 pounds.

Attention is directed to trade inquiry No. 1175 appearing in this issue of the *Bulletin* from an old-established firm desirous of doing business in mica and micanite.

SETTLING RETURNED SOLDIERS IN NEW SOUTH WALES.

An association called the Voluntary Workers' Association has been formed in Sydney, and has been endeavouring to help returned soldiers in a practical manner.

In connection with the scheme the State Government set apart a tract of land, situated about 12 miles from Sydney, which is suitable principally for poultry farming. Many parts of the area, however, are being cultivated.

Members of the association, who are able to do so, furnish their labour free of charge. Those who are not able to work contribute to the funds. It is no unusual sight to see 500 workers doing their best at week ends and on holidays, and the result of their joint labours is that many returned men are now settled in comfortable homes. The buildings are all constructed of wood, and as many skilled workers in wood give their services, the cottages are well and faithfully built. Unskilled workers clear the land and help in many other ways.

The Government gives the soldier a perpetual lease of the land at a nominal rent and all he pays for is the actual cost of material for building, fencing, etc. If he cannot raise the necessary money the Government Savings Bank advances up to 50 per cent of the sum required, the Voluntary Workers' Association advancing the rest.

Subject to the consent of the mortgagees, the soldier is at liberty to sell out if the life is found unsuitable.

The association workers have also been the means of providing homes for soldiers who desire to live nearer to the towns.

WOOL TRADE OF NEW SOUTH WALES.

The 1916-17 wool season, which has just closed, will be long remembered as an outstanding landmark in the history of the wool trade. Each season during the war has witnessed more remarkable happenings than its predecessor, but extraordinary as were the experiences in connection with the wool trade during the first and second years of the war, those of the third transcend them both as regards the methods found necessary to deal with the clip and the results obtained by the producers.

When the old system of auction sales was suddenly stopped at the end of 1915 and the new system of appraisal substituted, such a drastic change naturally delayed the realization of the wool clip, the consequence being that instead of the clip being all disposed of by the end of March the final appraisal has only just been completed.

So far no official pronouncement has been made in respect of the coming clip for the season 1917-18, but it is generally understood that it will be taken over by the Commonwealth Government on behalf of the Imperial authorities on practically the same terms as the last clip.

Generally speaking the State production of wool will be excellent. Although in some districts the lack of rain will affect the yield and quality, in most districts there has been a sufficiency of feed, and owing to the mild winter stock is in excellent condition and the lambing percentage is above the average.

Good prospects have frequently been upset by circumstances unforeseen happening, but the present outlook indicates that the pastoralist is quite justified in anticipating an increase in the yield of wool and satisfactory prices.

PROPOSED SHIPBUILDING SCHEME.

The state authorities in New South Wales have, in conjunction with representatives from the other states, been discussing the possibilities of shipbuilding for over-sea trade. The chief movers in the scheme seem to be the controllers of the various state shipbuilding yards. They are enthusiastic over the proposal, but their enthusiasm does not seem to be shared by private shipbuilding firms and companies. The chief trouble seems to be labour, and, although there is plenty of skilled labour available, past experience proves that no matter what arrangements are made with labour unions, they will only keep their part of the compact so long as it suits them to do so. In these circumstances a definite price for building cannot be given and to give builders a free hand without regard to cost is of course out of the question.

The proposal is to build composite ships of about 2,000 tons to 3,000 tons. The dockyards and appliances are quite capable of accommodating these vessels, but when it comes to a question of material it is not quite such a simple matter. There would be great difficulty in obtaining the necessary metal frames, etc. Hardwoods grown in the States are suitable for keels and many other parts, but it would be necessary to import softwoods for the work above the water-line, as a sufficient quantity is not available from local sources.

A government official who was appointed to inquire into the matter estimated that wooden vessels of 2,000 tons each would not cost more than £25 per ton, or £50,000 each.

ELECTRICAL ENGINEER VISITING CANADA FOR EQUIPMENT.

The electrical engineer in charge of the extensive municipal electric light and power department of the Municipal Council of the City of Sydney, contemplates leaving, four weeks hence, for Canada, with a view to the inspection of similar works and, possibly, placing considerable orders for electrical equipment with manufacturers in the Dominion. He will take forward with him letters of introduction furnished by the Canadian Trade Commissioner Service in Australia to interested manufacturers.

The City Council has already expended £2,500,000 on its electric light and power plant and, on account of the difficulty of obtaining machinery and other requisites, has notified that no further new installations or extensions will be permitted for some considerable time.

REPATRIATION OF INCAPACITATED SOLDIERS.

The State Government which went out of office after the last elections promised to supplement the Commonwealth pension to incapacitated soldiers of thirty shillings per week with an additional ten shillings per week making the total pension £2 per week.

The present State Cabinet has just decided to give effect to the promise and the Commonwealth minister in charge of repatriation commenting on the subject stated:—

“That the duty of looking after returned soldiers is distinctly a Commonwealth one, and nothing but mischief can result if a number of authorities,

each acting independently, rushes in with its own proposals. If the provision already made is not sufficient it is the duty of the Commonwealth Government—and one it recognizes and acknowledges—to revise it. If it is to be left open to one state to act as New South Wales proposes, it must be equally open to all other states, and nothing but confusion and anomaly will result."

SCARCITY OF GALVANIZED IRON.

An order was recently sent by the New South Wales Minister for Agriculture to the Agent General, London, asking him to secure 2,130 tons of galvanized iron for use in stacking and storing the state's next season's wheat harvest.

A reply has been received stating that the Minister for Munitions advises that he is quite unable to release the quantity asked for as the supply available is urgently wanted for military purposes.

SOUTH AFRICA.

REPORT OF TRADE COMMISSIONER.

(*Mr. W. J. Egan.*)

CAPE TOWN, May 11, 1917.

CANADA'S IRON AND STEEL TRADE WITH SOUTH AFRICA—(PART II.)

Tools—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.
1913... ..	\$411,000	\$ 2,000	\$172,000	\$160,000	\$15,500
1915... ..	524,000	10,600	225,500	273,000	7,600
1916... ..	871,400	53,000	375,500	428,600	21,400

It is quite impossible to state the exact class of tools that are given credit under this heading as some agricultural implements are entered under this heading and such tools as pickaxes are entered under agricultural implements. Very good results have come to the Canadian manufacturers who have submitted samples to the trade through their representatives.

An idea of the value of samples is shown in the following case: A Canadian company who were shown an illustration of a wrench used on this market submitted their make of wrench which was a little different, with the result that the first order booked amounted to six thousand dollars.

An overstocked market at the moment is the reason for no immediate business to Canada in the four-pound hammer, which was shipped in good quantities from Canada last year, but the Canadian hammer is well liked and business will come again with lower stocks in hand, as all the dealers loaded up very heavily.

Such lines as hay forks, rakes, hoes, hay knives, hammers, hand saws, cross-cut saws, wrenches, axes, pickaxes and shovels have been sold in big quantities and the goods have opened up so well that many repeat orders have been placed.

Cutlery Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Sweden.
1913... ..	\$497,000	.....	\$20,500	\$356,000	\$114,000	—
1915... ..	369,000	\$ 10	32,500	338,000	2,100	\$2,300
1916... ..	520,500	23,400	98,300	381,300	281	6,400

So far there is no record or inquiry at the office that would indicate Canada's ability to secure any share of the export market on such lines of cutlery as knives, forks, spoons, shears, and I believe the only article which can be credited with this export from Canada, must be in razor or razor blades.

Enamelware—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Sweden.
1913..	\$315,000	.....	\$ 1,000	\$ 93,000	\$250,000	\$ 5,300
1915..	131,000	\$ 2,400	1,725	75,400	5,200	23,200
1916..	342,600	16,000	66,600	149,900	1,700	79,400

This is one of the lines on which Germany is and will be hard hit, and there is no doubt that for the price and finish they deserved their pre-war trade, but their quality was very bad and now that the average user in the larger centres has realized the better value in the higher priced article, one may say that the better goods have come to stay.

For the native trade there will always be the demand for the cheaper article, and for bulk of business it is a trade well worth cultivating. Both the American and Swedish samples and prices are much better for some months than Canada's, which made big headway and secured many repeat orders late in 1915 and early in 1916, on the first orders placed early in 1915.

Canada had a good hold on this trade and it is a pity that conditions were such that the prices were advanced much higher than other competing countries.

As other Canadian lines than those which came on the market in 1914-15 are now being submitted to the trade, there is every possibility of this trade continuing as a live one.

In addition to the table shown, it is well to point out that Holland has increased its trade during the war in these goods, her exports jumping from \$3,500 in 1913 to \$21,300 in 1915 and \$40,000 in 1916.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.
1913..	\$100,000	.....	\$ 3,600	\$94,000	\$500
1915..	64,300	.....	16,200	47,100	750
1916..	90,800	\$49	61,200	29,300	161

Horseshoes—Imports.

This trade with the exception of one "Brand" was in the hands of the United Kingdom manufacturers and owing to scarcity of supply from Britain, the United States have secured big business.

One of Canada's keen manufacturing concerns, who are making a real effort for export trade, have gone to considerable trouble and expense to meet the conditions required here, with the result that very good business has resulted, which will not be in evidence until the 1917 figures of trade are being reviewed. The trade in South Africa have expressed appreciation of Canada's endeavour in this line.

Stoves—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	France.
1913..	\$360,000	\$ 40	\$76,000	\$183,000	\$70,000	\$6,800
1915..	279,000	720	83,600	129,700	59,900	1,650
1916..	355,600	210	98,300	180,900	73,600	1,400

Pre-war German trade in this line averaged about \$18,000 a year, and France \$5,800. The bulk of the United Kingdom stove trade is from their Scotch manufacturers for wood and coal stoves and English manufacturers for the gas stoves.

The Swedish exports in this line are for a better grade of stove used in the Cape Province more than any other district.

In Johannesburg and district, there is a well established trade for the better grade of American ranges, but the bulk of their figures are for oil stoves.

Canadian manufacturers of this line have made a real effort, and while results are slow, owing to the difficulty of introducing new brand names, there is no doubt but that the samples which are now distributed throughout South Africa will have a good effect. In fact, several small orders have been placed, and unfortunately one Canadian firm had to refuse good business owing to war conditions at the plant.

There is every prospect of Canada making headway in supply of electric stoves when local conditions will permit of ordering. Some business has been placed in such lines as heaters, toasters and irons.

Hardware N.O.D.—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Sweden.
1913.. . . .	\$3,012,000	\$6,400	\$341,000	\$2,226,000	\$331,000	\$18,600
1915.. . . .	1,444,600	2,900	261,000	1,112,000	9,500	21,800
1916.. . . .	2,063,300	8,800	481,500	1,477,800	5,200	33,200

In the supply of shelf goods and other lines not enumerated in the tables submitted, Belgium's average annual trade, pre-war, was \$26,000; France averaged \$19,800; Norway's only good year was 1913, while in other pre-war years her trade was an average of \$2,950.

Shelf hardware of all kinds from Canada is in constant demand by South African importers, and there is a response from a very limited number of Canadian manufacturers with the prospect of fair trade in the near future.

In addition to the totals shown in the above table, the South African Government Stores imported under this heading to a value of \$63,300 in 1916.

Lamps and Lampware—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Sweden.
1913.. . . .	\$277,000	.....	\$71,000	\$ 92,000	\$100,000	\$ 3,900
1915.. . . .	152,000	\$ 900	59,600	71,300	3,900	14,700
1916.. . . .	321,870	1,300	94,440	135,170	1,460	81,670

It is impossible to say what the value is under such headings as household oil-lamps, incandescent, or lanterns, except this, that all the figures for which Canada is given credit is in reference to lanterns.

Sweden's supply from \$3,900 in 1913 to \$81,670 in 1916 is certainly remarkable, especially as her figures in 1914 and 1916 were respectively only \$4,500 and \$14,700. As pointed out in paragraphs under other headings, some European countries in the North Sea have made wonderful progress in exports on many lines in which Germany had a strong hold previous to the war.

The Canadian lanterns are satisfactory and repeat orders have been placed.

Wire Baling—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913.. . . .	\$38,500	.....	\$ 2,200	\$4,500	\$31,000
1915.. . . .	28,600	\$ 350	21,500	2,700	1,450
1916.. . . .	38,600	11,100	25,100	1,900	439

There is a steady demand for this article, and previous to the war the trade was being controlled by German shippers who seemed to be able to produce a better finish than other countries. The finish required is to prevent rusting owing to extreme climatic conditions.

Although the total value of this trade is not a big one, it is a pleasure to state that again one of Canada's leading steel companies made every effort to supply this

market and good business resulted, much better than the figures indicate, but unfortunately they were not able to continue supply owing to war conditions.

The increase in price to the South African consumer is shown by the figures of weight imported in 1913, 20,978 cwts., as compared in 1916, 10,732 cwts., for the same cost.

Wire Fencing—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1913.. . . .	\$1,502,000	\$ 3,000	\$703,000	\$379,000	\$30,000	\$30,000
1915.. . . .	387,000	320	295,000	81,000	8,800	750
1916.. . . .	250,400	21,800	207,500	16,600	4,200	269

The 1913 total of imports is a fair indication of average imports into South Africa.

In 1910 Holland shipped in value \$317,000, and \$800 in 1911, and no exports of this article in 1912. Germany was scoring very well but had peculiar ups and downs. In 1910 her exports of fencing wire were to a value of \$80,000, then in 1911 the biggest year of imports under this heading, her trade increased to \$356,000, and in 1912 dropped to \$160,000, then as shown in 1913 her exports fell to \$30,000, and for 1914, which was normal trade for seven months, her figures of export to South Africa jumped from \$30,000 the previous year to \$285,000.

The demand in South Africa under anything like normal conditions either in the near future or after the war will be very big indeed, and Canada should secure a good share of this trade. The total weight imported in 1913 was 672,080 cwts., and for 1916 the total was 60,179 cwts., of which 4,611 cwts. were from Canada and 50,550 cwts. from the United States.

Wire Netting—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913.. . . .	\$261,000	.....	\$ 1,600	\$252,000	\$7,900
1915.. . . .	75,200	.....	8,000	66,000	420
1916.. . . .	80,160	\$20	28,600	51,500	—

In pre-war years this trade was almost entirely from the United Kingdom, as they manufactured a netting at prices which could not be touched elsewhere. Both Germany's and the United States' were for a weave suitable for special work and not the bulk trade.

Fencing Standards—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Belgium.	Germany.
1913.. . . .	\$965,000	.....	\$3,200	\$83,000	\$733,000	\$130,000
1915.. . . .	56,000	.....	1,450	37,400	16,000	200
1916.. . . .	48,100	.....	946	39,200	5,700	—

The total figures of trade for 1913 were exceptional as the average annual imports for the three previous years 1910-12 were \$511,000. This trade was peculiar to Belgium owing to low grade of iron, and in pre-war years she commanded about 90 per cent of the total imports. Germany was making a dead set for this trade, increasing from \$52,000 in 1910 to \$130,000 in 1913. Samples have been sent to Canada and particulars supplied on several occasions and it would seem that the only chance there is for competition in normal times is for an article produced from discarded ironwork. The United Kingdom ships some of the lower-grade standards, but her figures of trade are mostly for either a better grade or special pattern standard.

Fencing Material—Imports (other than Wire or Standards).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Belgium.
1913..	\$75,000	\$2,900	\$5,000	\$45,500	\$9,800
1915..	19,300	740	1,250	15,300	500
1916..	15,700	5,400	2,900	10,300	161

The above table includes special make of ready-made fencing in very limited quantity, growing less as it is being manufactured in South Africa. Canadian wire and iron gates are in good favour and, while we have improved our trade, the chances are that it will never grow to big proportions, as these are also being made here. Canada will be looked to, however, for the wire and piping.

As much of Canada's fencing is with wooden posts, it may be well to point out that the above table does not include wooden posts, and further, wooden posts are not used for fencing purposes in this country.

If Canadian-made gates could be ocean freighted by dead weight instead of space measurement, the local South African manufacturer would not prevent a good export trade being carried on. The present ocean freight charge on gates is a great advantage to the South African manufacturer who secures his raw material in bulk.

Implements, Agricultural—Imports (not including Kafir Hoes and Picks).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Australia.
1913..	\$1,715,000	\$ 65,000	\$ 786,000	\$649,000	\$134,000	\$22,200
1915..	1,075,000	114,600	490,000	430,000	10,500	19,200
1916..	1,923,900	262,600	1,036,100	586,400	13,600	12,600

There are a number of lines manufactured in Canada which are represented for the first time, which will mean an increase of export from Canada under this heading; in addition, some of the Canadian houses who years ago had the initiative to come on the market, have been offered increased business. There is no doubt that with present arrangements of representation and prospects of further effort by other Canadian companies, that a more complete range of agricultural implements will be shipped from Canada to South Africa. With manufacturing conditions similar to American there should be no good reason why Canadian manufacturers should not secure a much better share of the trade than they have.

Hoes and picks for the Kafir or native trade are a big line of imports, most of which are shipped from the United Kingdom. The average annual pre-war imports of these goods amounted to \$46,000.

Machinery, Agricultural—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Australia.
1913..	\$994,000	\$199,000	\$373,000	\$377,000	\$28,500	\$7,700
1915..	360,000	21,200	215,000	119,000	300	1,450
1916..	351,200	36,500	198,300	112,400	.....	2,900

Canada's share of this trade would easily have been more than double if the business offered could have been accepted. As in agricultural implements, several new lines of Canadian agricultural machinery are now represented, and with anything like fair factory conditions and ocean freight, a considerable increase will be made this year. For years South Africa has been a big field for the Old Country manufacturers of heavy and large power agricultural machinery.

The conditions are changing and the manufacturers who will meet new requirements for smaller power tractors, threshers and other machinery, is sure of big immediate business.

Windmills—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.
1913..	\$379,000	.....	\$288,000	\$87,800
1915..	165,000	\$1,400	138,600	24,400
1916..	283,400	59	256,400	16,800

Although one Canadian firm has been represented in an indirect way, there is really no export from Canada. Several trade inquiries have been made asking for Canadian-made windmills, but so far no offers of supply have come from Canada. One Canadian manufacturer produces a line suitable for this country; they have been advised and the chances are they may accept certain South African propositions; if they do, Canada's exports in this line will be on a much better basis as quantity is guaranteed if the manufacturers are prepared to sell at the same price as their American competitors.

Many dealers in various parts of the country have stated that the windmill business is only in its infancy. This should be an incentive to come after an established and growing trade.

Implements, Dairy Utensils—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	France.
1913..	\$233,000	\$1,800	\$ 9,000	\$20,000	\$118,000	\$21,600
1915..	141,500	860	7,500	10,900	98,000	7,600
1916..	233,600	542	19,700	17,100	154,400	5,100

This range includes the cream separator. One Canadian manufacturer of separators has had his samples tested in Government and other creameries, and good reports have followed. This is a line already strongly introduced in special makes, but there is no doubt that in time, when certain local conditions are met, that Canadian separators will be in regular demand.

Utensils and parts of various kinds are in demand, with good prospects of arrangements which will ensure a steady export from Canada.

Machinery, Manufacturing—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Sweden.
1913..	\$1,446,000	\$750	\$140,000	\$ 975,000	\$206,000	\$ 3,200
1915..	1,459,000	90	76,200	1,345,000	1,400	2,200
1916..	1,159,300	44	131,100	938,200	2,200	22,200

Manufacturing machinery imports from 1910 to 1914 were of an average value of \$1,440,000. The possibilities for the future are very big as there is every prospect that a much larger effort will be made in producing the finished article for export from South African raw materials rather than continue the export of raw material. The manufacturers' organization in the various provinces have now formed up into one consulting body and from the general tone of expression at their meetings there is no doubt that a considerable effort will be made in practical politics which will allow import of raw materials for manufacturing to advantage over the imported article from foreign countries. This will, of course, take time, and even at the best the results are likely to be limited. The fact remains, however, that South Africa like other countries owing to war conditions has manufactured quite a number of new lines for the first time. This has encouraged the belief that more can be done, and there is no doubt South Africa will be a good market for machinery for certain industries as established industries will modernize and increase their plants and such special lines as looms for woollen mills, confectionery and chocolate machinery, boot and shoe machinery for the better grade goods are sure to be in demand.

In addition to the countries shown in the above table the following countries have been exporting in limited amounts: France, Norway, Holland, Belgium and Australia.

Cranes, Elevators and Lifts—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1913..	\$299,000	\$95	\$50,000	\$211,000	\$32,100	\$2,600
1915..	93,800	.....	8,300	84,500	.....	90
1916..	88,900	.....	7,900	79,700	.....	—

As the South African ports are developed to bigger capacity, there will be a continued demand by the South African Railways and Harbours Departments for cranes, in fact every year brings a demand from this source, which up to now has been shipped by the United Kingdom manufacturers. The average annual imports amount to about \$75,000. The table showing imports by countries of origin include elevators and building lifts. The 1913 total imports give a fair indication of the average annual imports.

Machinery, Mining—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$3,638,000	\$750	\$ 765,000	\$2,430,000	\$350,000
1915..	2,915,000	.....	1,140,000	1,747,000	10,400
1916..	3,555,400	400	1,232,900	2,305,200	—

The engineering firms of the Rand or Johannesburg district who were interviewed in my trip last year all expressed a wish to hear from Canadian machinery manufacturers, and in a special way from mining machinery firms. Some firms have sent and are sending representatives to Canada. It was suggested to these firms that owing to the special effort on munition and other supplies, that the present would be an opportune time for a visit to Canada which would facilitate arrangements with Canadian engineering manufacturers for representation after the war. Owing to the strain on old machinery during the war, the renewals and developments in new mining areas, the demand for immediate supply will be tremendous and Canadian engineering firms who are in a position for export now or immediately after the war should have a representative on the spot to study the market and arrange for representation, if the Canadian concern will not open an office in Johannesburg.

Other countries than those shown in the above table who have exported mining machinery to South Africa are Belgium, France, Australia, Sweden and Denmark. Sweden's 1914 exports were to a value of \$95,000, and in no previous year had she shipped more than \$6,600.

Machinery, Electrical—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.
1913..	\$2,144,000	\$ 35	\$243,000	\$670,000	\$11,000
1915..	447,500	1,200	231,000	522,000	24,000
1916..	877,000	545	300,000	547,500	14,800

Electrical power plants in South Africa are, one may say, fully established and there is not much business in sight in that way, but for electrical mining machinery of all kinds and manufacturing there is a big field.

As with mining machinery, a representative must be on the spot if any part of the trade is to be secured.

In addition to the totals shown in the above table of general imports, the South African Government Stores imported to a value of \$27,400 in 1916, and of this, \$26,200 came from the United Kingdom and the balance, \$1,200, from the United States.

Machinery, Printing and Bookbinding—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany
1913..	\$219,000	\$425	\$31,000	\$159,000	\$23,700
1915..	56,000	190	7,800	48,000	45
1916..	75,700	.....	29,200	43,800	244

Machinery, Sawing—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$35,800	.....	\$ 4,500	\$25,000	\$2,400
1915..	17,000	.....	5,000	11,000	—
1916..	21,300	.....	10,700	9,900	—

The import of sawing machinery is very limited, but on every occasion that presents itself Canadian catalogues on file at the office are submitted, and there is a fair prospect that results will follow for small business in the near future.

Machinery, Water-boring—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.
1913..	\$177,000	.....	\$170,000	\$3,500	\$1,240
1915..	19,400	.....	17,600	925	—
1916..	33,700	.....	31,600	2,000	—

There is no doubt that after the war there will be an increased import of this machinery. There is talk at present of some system for the Karro districts, which will control big quantities of water by large bore holes up to thirty or thirty-three inches diameter, with working engine at the bottom of cased shaft.

Machinery, Pumps—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$551,000	.....	\$146,000	\$323,000	\$62,700
1915..	422,000	.....	123,400	228,600	1,600
1916..	399,200	.....	136,400	241,100	—

The new development in the gold mining districts as well as renewals on this class of machinery which it was impossible to replace during the war will mean a big demand, for which Canadian pump manufacturers should be able to provide and so establish a connection which will mean continued business.

It would seem a feasible proposition for groups of Canadian engineering companies making different but kindred mining and other machinery to select some competent engineer who could establish an office in Johannesburg and secure business for all his principals.

It would appear with our present engineering experience and development that Canada should be in a position to have several such groups represented.

Machinery, all other, N.O.D.—Imports.

Year.	Total for the Union	Canada.	United States.	United Kingdom.	Germany.	Sweden.
1913..	\$2,031,000	\$14,000	\$186,000	\$1,622,000	\$183,000	\$ 6,400
1915..	1,213,000	13,500	205,800	950,000	23,500	7,300
1916..	1,600,600	28,100	289,400	1,246,200	8,000	19,200

The average total annual imports from 1910 including 1913, amount to \$2,220,000.

The purchases by the South African Government Stores, which must be added to the above table for a correct estimate of this market's possibilities in machinery of all kinds, were for 1916, \$59,100. In normal times their purchases are much larger, aver-

aging from 1910 to 1914, inclusive, \$277,000 a year, and as the various Government workshops are extending, the Government Stores Department are good prospective purchasers.

Canada's increase in value of exports indicates increase of quantity as well as the material increase of price, in parts of machinery which is really Canada's export under this heading.

NOTE.—A third article on the Canadian iron and steel trade with South Africa will be published next week.

CANADA'S TOBACCO TRADE WITH NEWFOUNDLAND.

Mr. W. B. Nicholson, Canadian Trade Commissioner, in St. John's, Newfoundland, writes as follows regarding Canada's tobacco trade with Newfoundland:—

In view of frequent inquiries by local dealers for Canadian tobacco it may be of interest to manufacturers to know that in the period from 1904 to 1908, inclusive, Canada's tobacco trade with Newfoundland averaged in value nearly \$20,000 a year—imports in 1908 amounting to \$22,242. Since then, however, the Dominion's trade with the colony in this line gradually diminished, until now it is less than \$2,000 a year.

Official figures show that in 1916, 179,427 pounds were imported, and 609,931 pounds manufactured locally, compared with 119,417 imported, and 551,022 pounds manufactured in 1915. Of the quantity imported in the former year the United States supplied 173,261 pounds and Canada and the United Kingdom respectively 3,314 and 2,852 pounds. The cost of the American article to dealers figures, approximately, at 29.11, Canadian 32.50 and United Kingdom 62.20 cents a pound. The increase in imports from the United States and the corresponding decline in Canada's trade is not attributed by local dealers so much to the difference in price as to the greater persistency exhibited by American commercial men in developing the sales of their manufactures, and the adaptability they display in catering to the requirements of the market. It is thought, however, that the prosecution of a more systematic campaign would result in Canada recovering the ground lost during the last eight years.

NOTE.—The difference between Canadian and Newfoundland official statistics showing imports of tobacco into Newfoundland for the years 1914, 1915 and 1916, may be explained by the fact that the Canadian fiscal year ends March 31, three months earlier than the Newfoundland fiscal year which ends June 30.

CANADIAN PROHIBITED EXPORTS.

The Order in Council of August 18, 1916, prohibiting the exportation of certain goods to various destinations, has been amended by an Order in Council of August 9, 1917, by deleting from the list of articles the export of which was prohibited to all destinations in foreign countries in Europe and on the Mediterranean and Black seas, other than France, Russia (except Baltic ports), Italy, Spain and Portugal, the following headings, viz:—

Tin plates or tin canisters.

Tin boxes made therefrom suitable for packing food.

Under and in virtue of the provisions of Section 291 of the Customs Act, and Section 6 of the War Measures Act, 1914, the exportation of the following goods has been prohibited to all destinations abroad other than the United Kingdom, British Possessions and Protectorates, viz:—

Tin plates and receptacles made from tin plates.

UNITED STATES EXPORT LICENSES.

1. In connection with the list of articles published on page 282 of the *Weekly Bulletin* No. 706, which are now prohibited from being exported from the United States, it is notified for general information that, with the exception of the iron and steel articles enumerated therein, licenses to export to Canada any of the commodities included therein will be freely issued without reservation upon application by the United States exporter to the Department of Commerce, Division of Export Licenses, 1435 K St., Washington, D.C.

2. Licenses for the export of any of the iron and steel articles mentioned in the said list will be granted only in case said articles are destined for actual war purposes or will directly contribute thereto.

3. Canadian importers desiring to import from the United States any of the iron and steel products referred to are now required in the first instance to communicate with the Priority Branch of the Department of Trade and Commerce, Ottawa.

4. Arrangements have been made with the Division of Export Licenses at Washington, by which the Deputy Minister of Trade and Commerce, Ottawa, will be recognized as the authority for Canada to certify to applications from this country as to the purpose for which the article or articles are required, degree of urgency, etc.

5. In order to carry out the arrangement referred to in clause 4, certain forms, duly executed in duplicate, are required to be filed with the Department of Trade and Commerce at Ottawa. A supply of these forms has not yet been received but the procedure arranged is as follows:—

(a) The consumer of the desired commodity is required to submit *in duplicate*, on the form which will be supplied, the particulars as to the goods desired to be imported from the United States.

(b) On the approval of the Department of Trade and Commerce being indicated thereon, one copy will be returned to the Canadian applicant, which copy is to be forwarded to the United States exporter. The United States exporter is thereupon required to submit the said form to the Division of Export Licenses at Washington as above stated, together with his application for a license to export the designated goods.

(c) Each order must be dealt with separately in duplicate forms.

(d) Where there is any exceptionally strong case of urgency, or a supply that is deemed to be specially important, the reasons for special consideration should be fully indicated, and the latest date by which delivery must be pressed for should be stated.

(e) In cases of extreme urgency and importance an order may be placed by telegraph, and supported by the Priority Branch of the Department of Trade and Commerce, at the expense of the applicant. Full information should be furnished the Priority Branch before this is done.

(f) All communications relating to matters that have been at any time before the Priority Branch should bear the reference numbers so that there may be no delay or confusion in referring to the previous papers.

(g) Applicants should give their order number or numbers in every case, for future reference, i.e., the number under which the order goes forward to the United States.

(h) The application form must be signed and sworn to by the actual user of the goods referred to therein.

(i) Any person making the affidavit contained in the application form referred to who knowingly includes therein any false statement or information with intention

to mislead is guilty of an indictable offence, and liable to seven years' imprisonment under section 175 of the Criminal Code.

(j) Until the forms referred to in paragraph 4 are received applications will be sent forward to the Division of Export Licenses in letter form, if full information be furnished as to the name of the United States exporter, order number, articles required and the specific purposes for which each is required, such communication to be in duplicate.

(k) Any further information will be furnished on application to the Deputy Minister, Department of Trade and Commerce, Ottawa.

EXPORT OF HEMLOCK EXTRACT TO THE UNITED KINGDOM.

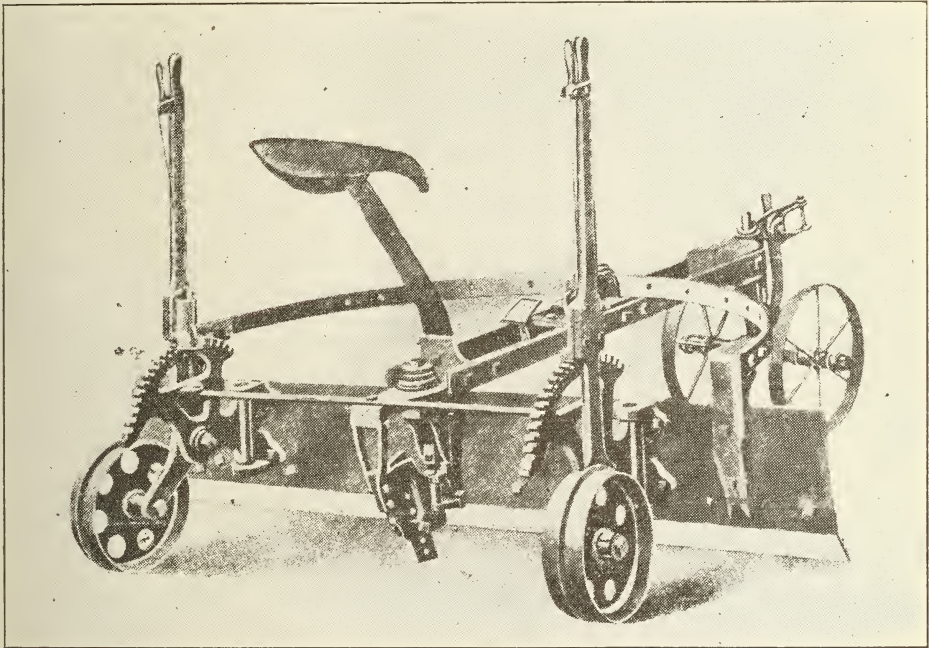
The Canadian High Commissioner has advised that the Ministry of Shipping, in London, has made arrangements with the Army Contracts Branch for a quantity of hemlock extract required for army purposes, but such hemlock extract can only be shipped in the free space left to steamships plying between Canada and the United Kingdom for booking ordinary cargo.

Firms interested should advise their usual consignees in the United Kingdom to get into communication with the Canadian High Commissioner in London.

LEVELLER AND GRADER FOR SOUTH AFRICA.

Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, has forwarded the following particulars and illustration of a leveller and grader for which there is a demand in South Africa:—

There is a demand in South Africa for a leveller and grader along the lines of the machine shown in the illustration.



Leveller and g ader.

Most of South Africa's future depends on irrigated lands and for this purpose much more than roads will the demand increase for levellers.

Canadian firms having a machine for export that will do the work of this machine should send particulars for general sale to the office of the Canadian Trade Commissioner, Cape Town. For immediate possible results with one firm, attention is directed to Trade Inquiry No. 1177 in this issue of the *Weekly Bulletin*.

It is claimed for the machine illustrated that the blade can be reversed either to right or left, or set at right angles to work, can be raised or lowered to cut deep or shallow, and has anti-skidding gear attached to rear of blade which holds the machine to its work. This machine can be used with or without a pole. The selling price in South Africa is \$62.

TRACTORS AND OTHER MOTORS IN FOREIGN MARKETS.

(United States Commerce Reports.)

Switzerland.

Since the beginning of the war, Swiss peasants have paid increased attention to American agricultural machinery, especially to motor ploughs. The principal drawback to the introduction of modern American agricultural machinery in Switzerland is that few farmers own more than 5 to 10 acres and about 5 to 10 head of cattle; but recently the larger peasant associations have shown an interest in such machinery, and they might act as purchasers of the machines, renting them to the farmers.

The war has made unusual demands on the farmer, because of the lack of labourers and horses. This has created sentiment in favour of the introduction of motor-driven machinery for working the ground, to avoid a serious shortage at the next harvest.

PLOUGHS OF AMERICAN MANUFACTURE TESTED.

A trial with motor ploughs was first undertaken in March, 1917, by the direction of the Zuckerrfabril and Raffinerie Aarberg, A. G., Aarberg, Switzerland, for its sugar beet lands. The result impressed favourably the various experts of the agricultural associations who were invited. Two systems of motor ploughs were represented, both of American manufacture. Further trials were arranged by the Schweiz Landwirtschaftlicher Verein (President, Hch. Naegeli, Regierungsrat, Grütlistrasse 46, Zürich), Fédérations des Sociétés d'Agriculture, of Lausanne, and Società Ticinese d'Agricoltura, of Bellinzona.

These associations will be interested in American machinery, and catalogues might be addressed to them with advantage. Switzerland itself is a manufacturer of light agricultural machinery. Two important manufacturers in this district are U. Amann, Langenthal, and Albert Stalder, Oberburg.

The field for American automobiles in Switzerland is very promising, but on account of the great transportation difficulties deliveries are almost impossible at present, and as a result of the abnormally high freight rates orders are postponed until after the war. Yet Swiss motor-car dealers are now seeking connections with American manufacturers in order to start business as soon as peace is concluded.

SWISS DUTY ON MACHINERY AND MOTOR CARS.

The duty on the class to which agricultural machinery belongs is: For 110,231 pounds and over (per piece), \$0.96 per 220 pounds; 22,046 to 110,231 pounds, \$1.16; 5,511 to 22,046 pounds, \$1.35; 1,102 to 5,511 pounds, \$1.54; 220 to 1,102 pounds, \$2.31; less than 220 pounds, \$3.08.

The duty on automobiles is: Motor cars without leather cover, not upholstered, \$4.82 per 220 pounds; with leather cover, upholstered, \$7.72, according to the Swiss customs tariff.

The use of tractors for road working and excavating is receiving attention, but the field will always be small. Swiss needs in the past were met entirely by domestic and German manufactures. Road-construction work is small during the war, and at best is never very great, on account of the already high development of the country. The present moment is highly propitious, however, for preparing to introduce such machinery here, if it is possible to obtain the co-operation of an energetic local agent in the work. Literature and catalogues in French or German are necessary.

The American consulate in the past few months has received two inquiries for road-working machinery in the form of tractors. One was from a technical machinery agency and the other from an engineer who has his own office.

SWITZERLAND MAKES LIGHT TRACTORS.

So far only light tractors have been made here. The only big machine used for road working is the steam roller to which excavators and scrapers are attached, but an all-in-one machine is not yet employed. To haul great loads motor trucks are used in preference. The country's production of trucks has increased considerably since the beginning of the war. The yearly exports are valued at about \$4,000,000. Many orders are executed for the belligerent countries surrounding Switzerland.

Pleasure cars have a possible market in this district. It is claimed that the absence of supply stations for American cars in Switzerland is the principal drawback to their sale here. Repairs under the circumstances are very expensive. If Americans are prepared to put in a stock of repair parts in the larger Swiss cities, the difficulty will be solved, and American cars and possibly trucks will become popular among the people.

METHOD OF SHIPMENT—FOREIGN TRADE FIGURES.

The population of the country is nearly 4,000,000. The principal towns are Zurich, with 210,000; Basel, with 140,000; Geneva, with 132,000; and Berne, with 100,000 inhabitants. Shipments through the allied countries in most cases pass through the Swiss Import Trust (Société Suisse de Surveillance Economique) which together with the specially organized syndicates, controls the sale of all goods and prevents their re-export to the Central Powers.

Switzerland's exports and imports of motor cars for the period from January 1 to September 30, 1916, were:

Countries. Without leather cover, not upholstered—	Imports.		Exports.	
	Pounds.	Value.	Pounds.	Value.
Germany.	17,196	*	428,357	\$ 360,466
Austria. . . . .	.....	.....	593,263	326,841
France.	8,596	*	2,690,520	1,145,886
Italy.	19,620	*	315,040	91,543
Roumania. . . . .	.....	.....	423,066	245,803
Others.	6,393	*	746,705	399,615
Totals for periods—				
1916.	51,805	\$ 39,005	5,196,951	\$2,570,154
1915.	146,166	110,044	5,202,683	2,726,997
With leather cover, upholstered—				
Germany.	88,846	*	1,063,068	\$ 624,355
Austria.	2,866	*	3,086	1,694
France.	61,949	*	208,557	118,694
Italy.	7,936	*	16,975	10,410
Holland. . . . .	.....	.....	84,877	40,259
Great Britain.	3,086	*	.....	—
Russia. . . . .	.....	.....	10,521	9,264
Norway. . . . .	.....	.....	14,991	11,966
Denmark. . . . .	.....	.....	26,235	14,455
Portugal. . . . .	.....	.....	4,629	4,980
Roumania. . . . .	.....	.....	141,977	58,480
Egypt. . . . .	.....	.....	*	43
United States.	32,187	*	3,968	2,412
Totals for periods—				
1916.	196,870	\$150,805	1,578,884	\$ 897,012
1915.	288,584	221,057	2,340,205	1,336,838

* Figures not available.

On account of the incompleteness of the available statistics, the quantity of the motor cars is given in pounds instead of numbers.

Spain.

Considerable interest recently has been aroused in the Seville district in the use of tractors for farm work. At an agricultural congress held here the use of tractors was explained. A few years ago machines of that class were unknown in this part of Spain. One was imported in 1915 and three in 1916. These trial machines were so successful that 29 have been imported in the first five months of 1917, and as they become better known it is anticipated that an increasing number will be sold here. There is exceptional need for tractors at present, because many of the Spanish mules formerly used on the farms have been sold and sent to France.

DISTRICT IS LARGELY AGRICULTURAL.

The Seville consular district covers the provinces of Seville, Cadiz, Huelva, Cordova, Caceres, and Badajos—the southwestern portion of Spain, bordering on Portugal, and extending along the coast to Gibraltar. It covers an area of 54,059 square miles, with a population of 5,170,000 located in 48 cities and 519 towns, with three times the density of the United States. The communities are largely agricultural, though there are also large mining districts. The principal exports from the district in addition to the minerals are barley and oats, flour, maize, wheat, canary seed, chick-peas, chestnuts, cork and its manufactures, horse beans, licorice, figs, garlic, marrons, olives, olive oil, and green sulphur oil produced from the olive refuse. An estimate of the area planted and production in 1916, in hectares of 2.47 acres and metric quintals of 220.46 pounds, shows the extent of the agricultural interests of the district. This estimate is: Wheat, 669,981 hectares, 7,633,469 quintals; oats, 182,265 hectares, 1,663,617 quintals; corn, 24,961 hectares, 303,110 quintals; barley, 159,730 hectares, 1,778,437 quintals; rye, 32,514 hectares, 167,095 quintals; St. Peter's wheat, 15,060 hectares, 147,525 quintals; canary seed, 3,210 hectares, 28,500 quintals; sorghum, 1,592 hectares, 12,254 quintals; Indian corn, 92 hectares, 828 quintals; total, 1,089,405 hectares, 11,734,835 quintals.

AMERICAN MACHINES ONLY ONES IMPORTED.

American farm tractors and other agricultural machinery should find a good market, for approximately 3,000,000 acres of land are under cultivation in field crops. Considerable enthusiasm regarding the farm tractor is now apparent, and it would seem as if a successful future was opening here for American machines of this class. No tractors other than American have been imported, and it is only a question of pushing the work, giving good terms, and placing the articles on the ground to get this trade. Both gasoline and oil-burning tractors are desired.

Seville at present is experiencing a shortage of gasolene, which at all times is high priced. An oil-burning, or kerosene-oil engine might, perhaps, be found more satisfactory than one using gasolene only. At present crude oil is not imported at Seville.

NOT EMPLOYED FOR CONSTRUCTION WORK.

Tractors are used exclusively for agricultural purposes, and never have been adopted for road making or other construction work. They are employed principally for ploughing, somewhat for cultivating, and practically not at all for pulling. Very little attention is given to road construction in the country districts.

Dealers state that there is an opportunity here for the sale of several hundred tractors for agricultural work, especially if they consume a cheap class of fuel which can be delivered in Spain at 50 to 60 centimes per liter (44 to 53 cents per gallon).

Gasolene has been used as a combustible for tractors. In normal times it sells for 85 centimos per liter, which is too high for extensive use. At present, such little gasolene as can be obtained is sold at 100 pesetas for 30 liters (liter=0.26 gallon), or nearly 3 pesetas per liter (peseta at present exchange=\$0.235), and there is such a shortage that the automobile owners of Seville (about 600 in all) are being restricted, and are allowed only a few liters per day.

FUTURE GASOLINE SUPPLY SEEMS UNCERTAIN.

This shortage of fuel is restricting the sales of tractors at present, for the farmers do not wish to purchase machines which cannot be used, and the future supply of gasoline seems to be uncertain.

One of the local agricultural firms had contracts for the sale of 15 tractors, but is unable to deliver them on account of the fuel situation. It is hoped, however, that the gasoline famine may be ended shortly.

Wood-burning tractors would not be useful in Spain, as no supply of wood is available in the southern districts.

Tractors sent here are completely boxed, with boards about 1 inch thick, and are iron strapped. A good hard wood is advisable. No inner packing is necessary, other than as a protection for the smaller parts. Waterproofing materials are usually employed to protect the magneto and other perishable parts. The packages should be branded and should show the gross and net weights (in kilos), the numbers and marks, and measurements. The rate of freight on last shipments was \$25 per cubic ton from New York to Seville, but the rates will vary considerably according to the situation. Additional charges of 10 per cent on the freight are sometimes made. The import duty on farm tractors in Spain is 10 pesetas per 100 kilos gross weight (kilo=2.2 pounds).

SHIPPING DOCUMENTS AND METHODS OF SALE.

The only shipping documents required are the ordinary ones of invoice, bill of lading, insurance certificate, etc., and the weights in these documents should be carefully given, both with and without packing.

Quotations for local firms will be satisfactory if given in American currency, f.o.b. New York. At present, firms do not expect long credits, and are prepared to pay cash against documents, or, if necessary, in advance. Sales are made direct to dealers in Spain, though several American manufacturers have their agents here, with headquarters at Barcelona or Madrid, and sub-agents in Seville. Goods are sold on the instalment plan occasionally, but as a general rule the farmers buy on credits of 90, 120 or 210 days.

Catalogues to be effective should be in the Spanish language, or if too elaborate to print entirely in that language should be accompanied by folders explaining the various types. Salesmen are employed by the local firms to bring tractors to the attention of possible purchasers, and considerable advertising and demonstrating are required before sales are realized. No Spanish firms manufacture competing lines. Labour for running machines can be obtained at about 10 pesetas per day of ten hours.

United Kingdom.

Glasgow is a great commercial and industrial city, second in Great Britain in population and importance. The dominant industry of the district is shipbuilding. The Clyde, on which it is situated, is the greatest shipbuilding centre in the world. The agricultural areas of this consular district are not very extensive, but are very productive and well cultivated, especially in the southwestern part of Scotland. The chief agricultural products are oats, wheat, potatoes, hay, small fruits and vegetables. The roads are well macadamized, substantially constructed, with excellent surfaces, and are well maintained.

TO MAKE COUNTRY SELF-SUPPORTING.

Without doubt there never was a time in the history of Great Britain when there was such a demand for motor tractors on the farms as at present. This is due to the national determination to make the country self-supporting as far as possible,

by greatly increasing the acreage under cultivation for the production of food crops. In pre-war times there were large areas of arable lands on which crops were not raised, chiefly because foodstuffs from abroad were available at very low prices, and the British farmer was not sufficiently encouraged by landlords to extend his cultivated areas. The war has changed conditions. Remunerative prices for agricultural produce have been fixed by the Government, so that it will be profitable now for farmers to cultivate all the land they can. There arises, however, a difficulty in the shortage of labour, while the Government has decided to bring into cultivation more than 4,000,000 acres now in grass.

GOVERNMENT RENTS TRACTORS TO FARMERS.

Prior to about eight months ago no great interest was taken in mechanical traction for agricultural purposes, but existing conditions have forced such assistance well into view. The British farmer is ultraconservative, and consequently there has been no natural demand for power outfits. Farmers here generally own and use agricultural implements such as mowers, binders, ploughs, etc., but all are horse-drawn, and threshing is done by hiring steam-driven machines. The war has changed the outlook agriculturally and has created a demand for motor tractors. It is stated that already the Government has about 500 in use. These are rented to farmers at a fixed price per acre. About 300 of these came from America and are of a variety of makes. It is estimated that 6,000 to 10,000 tractors will be required to supply the wants of the Government and the farmers. In this consular district, it is stated, only one type has been tested, and that did not prove a success, because, it is understood, the operators did not have sufficient knowledge of the machine or experience in working the tractor and the ground was not suitable for operating that type.

DIFFERENT FROM AMERICAN CONDITIONS.

American tractor manufacturers should bear in mind that land is laid out in Great Britain in small fields surrounded by hedgerows. Consequently a machine adaptable to farm conditions in America, as regards area and smoothness, would not apply here in Scotland. There are no long stretches, and it will be clear that a large tractor trailing a gang plough is difficult to manage at the ends of furrows in a small field, and much time is lost in the turnings, which are more frequent than in fields where a long furrow can be ploughed.

Mr. James E. Shaw, secretary of the district agricultural committee, says the chief reason why motor tractors are unsuitable for a large part of Ayrshire, in this consular district, is that "they appear to be unable to cope with the steep and stiff land, and in comparatively small inclosures, such as exist in the greater part of Ayrshire, they do not cover as much ground as the horse plough. In the light, sandy soil and large fields that we have on the coast border of the county I am quite sure that they can be used with advantage."

OPPORTUNITY FOR AMERICAN MANUFACTURERS.

Although in certain parts of this district the fields are small and hilly, in other parts there are many large farms with light soil and large fields, in which tractors could be worked to advantage. A self-contained outfit, with large ploughshares as an integral part of it, is much more suitable for farms in this section of Scotland than a trail gang plough. Some of these larger outfits sell in Great Britain for more than \$3,000, but this price cannot be afforded by the average farmer. Machines of this class, therefore, will not suit. What is wanted is something to cost between \$1,000 and \$1,500. This market is ripe for the introduction of plough tractors. American manufacturers have a splendid opportunity.

American producers of these goods should send over expert salesmen to attend farmers' markets and show their machines in actual operation. They should also satisfy agriculturists that some agency would be established whereby machines could be readily and promptly repaired and accessories or replacements supplied. Tractors which would be able to tackle stiff soil in some places and hilly surfaces would have a great demand. There is also a growing market for agricultural machinery of all other descriptions.

ALTERATION IN CONSTRUCTION SUGGESTED.

The marked success of tractors in many counties of Scotland, especially in the lowlands, for ploughing and other farm purposes is just now the most notable feature of the agriculture industry. Several American types of 16 to 24 horse-power have done satisfactory work and have proved to be invaluable aids in breaking up the land at a time of serious shortage of farm labour. They have come to be regarded as a necessity for agriculture in the future, and therefore the market here is an expanding one. Any new types adapted to Scotch conditions will be in demand when their merits shall have been demonstrated.

While the tractor has solved the power problem, in the opinion of some farmers in the highlands the ploughs so far designed do not meet all the requirements. On this subject a prominent Perthshire farmer says:—

“The farm tractor undoubtedly has come to stay, but its adoption generally will be greatly lessened unless agricultural engineers make a radical alteration in the construction of tractor ploughs. As at present built, they are simply a nuisance on land where boulders (or rock) are met with. One plough maker remarked to me: ‘Clear your fields of such obstructions.’ That is more easily said than done, and in any case it is scarcely a job for the tenant farmer to tackle if the evils are plentiful on his land.”

METHOD OF MEETING OBJECTIONS.

In place of the ploughs being put together in one solid mass, as the majority are at present, each moldboard should be fitted to act independently of its neighbours. The coulters should be strong revolving disks, cutting to the full depth of the furrow, so that when any obstacle was met with the particular disk affected would rise over the obstruction, lifting the moldboard with it, and thus avoiding or at least greatly lessening the risk of breakage in plough and tractor. There should be little difficulty in overcoming the existing drawback.

A hint of the best form of construction might be obtained from the system in operation on the ordinary disk grain drills. The firm that solves the problem will not lack patronage. The solution concerns tractor makers also, as the demand for tractors would be greatly increased if the difficulty were overcome.

Although this trouble is experienced principally in the highland counties, it is a matter in which agricultural engineers, and tractor manufacturers as well, may be interested.

China.

The chief exports from the Changsha district are antimony, lead, tin, zinc, rice, beans, coal, hides, vegetable oils, and tea. The dominant industry is the smelting of metals, but it is still an agricultural province with interest centered chiefly in the raising of rice and similar grains. No tractors are used for any purpose here.

The first and only steam road roller that has been brought to Changsha is being used to level a road now under construction between Changsha and Siangtan. It is apparently a second-hand roller purchased at Shanghai. Heretofore there have been no roads in the province except narrow paths.

Tractors cannot be used for ploughing in the province. The fields generally are divided into small plots, flooded for the purpose of growing paddy rice. There are no large level places. Tractors might be used for hauling if roads are built. There is some talk of widening the present narrow courier roads between Changsha and several interior points in the province, but there is no certainty that this will be carried out.

EMPLOYMENT OF COOLIE LABOUR.

In the past when road building has been undertaken, or when embankments have been made for the railways, coolie labour was used almost exclusively. Earth is carried in small baskets, two baskets to a coolie. Machinery such as is used in the United States for building roads and railways is thus unknown.

It is very doubtful if it would pay at present to send a man into this district for the purpose of creating a demand for tractors. This view, however, relates simply to the Changsha consular district, which includes only the province of Hunan. The time is coming when China will see the absolute necessity for roads and tractors. American manufacturers might prepare to take advantage of opportunities of the sort that may be offered by having an agency in the Chinese field.

British West Indies.

The Director of Agriculture of the Trinidad Government states that although tractors have not yet been introduced into Trinidad, there ought to be a good opening in the island for those of the caterpillar variety, for use on sugar estates, where it would be necessary for tractors to run across drains cut 3 or 4 feet deep and about 3 feet wide. Such tractors might also be used in connection with work on cocoanut estates, but the principal demand would be for sugar estates, where the areas to be cultivated are from 500 to 4,000 acres.

TRADE REQUIREMENTS IN RUSSIA.

(British Board of Trade Journal.)

The following notes on openings for British trade in the Baku district have been received from the British Vice-Consul at Baku (Mr. A. E. R. McDonell). It is recognized of course, that, on account of difficulties of communication and restrictions on exports during the war there is little possibility of anything being done at present except preparatory work. Mr. McDonell, however, lays emphatic stress on the importance of such preparation, pointing out that as soon as communications re-open supplies will have to be obtained at once from whatever source available.

Besides the general trade requirements of the large commercial centre of Baku, the special requirements of the district are plant, accessories, and various supplies for the works and repair shops of the oil industry, for shipping and for the fishing industry; and also for agricultural machinery for the surrounding localities.

INTERNAL COMBUSTION ENGINES.

There is a large demand for internal combustion engines of from $2\frac{1}{2}$ h.p. to 100 h.p. for the oilfields. Careful tests should be made by running the engines on the various qualities of local crude oil, as very often a slight alteration is necessary to ensure perfect running. Engines built to run on natural gas from the wells are in considerable use on some of the oilfields, but owing to the uncertainty of the supply of gas, an attachment by which the engine can also be run on crude oil is usually asked for.

DIESEL ENGINES.

There is an increasing demand for engines of the Diesel type for running electrical power plant; they are also required for tank steamers. The first Diesel-motor-driven steamer was obtained in 1910, and proved so economical in fuel, storage space, and labour, that by 1914 there were eight vessels similarly equipped running between Baku and Astrakhan. There is an excellent type of semi-Diesel engine, of from 100 h.p. to 250 h.p., now being manufactured in Russia.

ELECTRICAL POWER PLANT.

Electrical power is being used on the oilfields more and more each year—both for drilling and baling the wells; and the whole of the fields are lighted by electricity.

LATHES AND FITTINGS.

There is a demand for lathes and fittings for machine shops. It is stated that the British types are too heavy, and that much weight might be dispensed with in the standards, uprights, etc., which would save customs duty and freight charges.

PUMPS.

Pumps, both centrifugal and plunger, are required—steam, belt, or electrically driven. There is a good sale for pumps worked by electricity.

LEATHER AND CAMEL-HAIR BELTING.

Large quantities of leather and camel-hair belting are in use in the various industries of the district.

TIN, LEAD, AND SOLDER.

Tin, lead, and solder are used at Baku in large quantities; at one time the trade was entirely British. A splendid opening exists for any firm willing to hold stocks in Russia for this district. Cash is always paid for such commodities.

STEEL.

Steel of all kinds, especially tool steel, is required. In order to do business in this market, however, it is necessary to carry stocks of all dimensions.

WIRE ROPE.

Wire rope is manufactured locally; but the larger dimensions, for haulage in the wells and for shipping, are imported.

MOTOR CARS.

Nearly all motor cars have been taken for military purposes, and there will be a large demand for new cars when they are once more obtainable. Special attention should be paid to the springs and spring cushions of cars intended for the Baku market, as the roads in the district are paved with the roughest cobble stones.

SHIPPING SUPPLIES.

There is considerable business done in supplies of all kinds for the shipping industry at Baku; most of such supplies are imported from abroad.

SUPPLIES FOR FISHING INDUSTRY.

Although the large fisheries are further up the coast, many of the fishing requisites are purchased at Baku. In sending out fish hooks, care should be taken to ascertain that the goods comply with specifications and samples, as the use of certain types of British fish hooks is prohibited by Russian law.

BUILDING TRADE.

The price of building land has advanced enormously during the last year or so, and a great increase in building activity is expected upon the return of normal conditions. House fittings, electric fittings, electric lifts, and central heating installations will be required.

CLOTH; READY-MADE CLOTHING; COTTON GOODS.

British cloth has always sold well at Baku and is much sought after. There is a large business done in ready-made clothing; prior to the war this all came from Austria and Germany. Cotton goods also sell well; there is a demand for these goods among the native Mohammedans, and firms supplying Persia would do well to give their attention to this market, as the requirements of the natives are much the same as those of the Persians.

HABERDASHERY; BOOTS AND SHOES.

Formerly, nearly all haberdashery and boots and shoes were imported from Austria and Germany. There is a great scarcity of boots and shoes, but the market for these goods requires special study. A light-soled boot, with good flexible leather for the uppers, is required; boots with heavy soles do not sell well.

STATIONERY AND FANCY GOODS; DRAWING INSTRUMENTS.

Stationery and fancy goods were imported from Austria and Germany. Good business could be done by any firm forwarding articles of this description as soon as communications re-open. Good writing paper, pen nibs, and drawing instruments are required.

OPTICAL SUPPLIES; LENSES, ETC.

Optical supplies, lenses, etc., came almost entirely from Germany prior to the war. Goods of these descriptions are very scarce, and the want of them is severely felt at present.

DRUGS, MEDICINES; SOAP; PERFUMERY.

The drugs in bulk which have been received from the United Kingdom during the war have given satisfaction. Druggists, however, require lines to replace the numerous preparations formerly received from Germany. Local physicians frequently prescribe some prepared form of medicine—not necessarily a patent medicine. There was a ready sale for little packets of medicines, wrapped in a quantity of printed matter, and druggists' customers are always asking for something to replace these goods, which were imported from Germany. Foreign soap and scent sell very well, and there is a large demand for them.

ECUADOR AS A MARKET FOR ENAMELLED WARE.

(Kelly's Monthly Trade Review.)

The importance of Ecuador is largely centred in its fine port of Guayaquil, from which radiate high possibilities of trade in Colombia and Peru. For instance, no one who travels into the interior of the countries of Latin America can fail to notice the almost universal use of enamel ironware. Except in the houses of the wealthy one seldom sees domestic articles of china or crockery, while among the peasantry glass vessels are a great rarity. Plates, jugs, pails, basins, and all other articles of a similar nature, are of enamelled hollow-ware or of coarse clay of native manufacture. The retail stores, large and small, are usually well stocked with such goods, which keep indefinitely and are always in demand.

The trade with the United Kingdom is good, but it might become very much better. Probably before the war it did not amount to more than one-third of that carried on with Germany, consignments also being received from Austria-Hungary, France and Belgium. It must be admitted that, while lasting longer than continental goods, British-made enamelled articles are not so attractive in appearance. If manufacturers would employ brighter colourings—such as light blues, greens and reds—instead of dull, mottled patterns or plain white with coloured rims, and if they would send out their goods in sets and ranges of various sizes, there is no reason whatever why the considerable trade done in these goods with Germany should not become largely theirs.

Before the war the goods supplied to the Republic of Ecuador, Argentina, Brazil, Chile and Colombia alone amounted to an annual value of £385,000. The market for domestic articles made of enamelled ware in Chile has considerably expanded of late, but in Colombia the Germans introduced cheap aluminium wares, which have rather superseded enamelled iron goods. Owing to the heavy additional charges in that country for freight, insurance and duties, the goods must be priced rather low in the first instance to stand a chance of finding buyers.

CANADIAN PRODUCE PRICES IN THE UNITED KINGDOM.

The Canadian High Commissioner's office has furnished the following market quotations for Canadian produce for the week ended July 11, 1917:—

Cheese—

Bristol.....	-	-	per cwt.
Liverpool.....	-	-	"
London.....	-	-	"
Glasgow.....	-	-	"

Butter—

Bristol.....	-	-	per cwt.
Liverpool.....	-	-	"
London.....	-	-	"
Glasgow.....	-	-	"

Bacon (sides)—

Bristol.....	126/	130/	per cwt.
Liverpool.....	-	130/	"
London.....	127/	130/	"
Glasgow.....	-	130/	"

Bacon (Cumberland cut)—

Bristol.....	-	-	per cwt.
Liverpool.....	127/	130/	"
London.....	-	-	"
Glasgow.....	-	-	"

Hams (long cut, green)—

Bristol.....	-	-	per cwt.
Liverpool.....	128/	130/	"
London.....	128/	130/	"
Glasgow.....	-	-	"

DRYING FRUITS AND VEGETABLES IN THE HOME.

The United States Department of Agriculture has issued a bulletin giving the following information about drying of fruits and vegetables.

REASONS FOR DRYING FRUITS AND VEGETABLES.

One of the most important features of the food conservation programme of European countries has been the universal drying of fruits and vegetables. The surplus vegetables in the city markets were forced by the Governments into large municipal drying plants. Community driers were established in the trucking regions and even itinerant drying machines were sent from farm to farm drying the vegetables which otherwise would have gone to waste. In addition, large quantities of dried vegetables from Canada and this country were shipped to France during the last two years, and there is a possibility that dried fruits and vegetables may continue to be shipped abroad in considerable quantities to supplement the concentrated food diet of the men in the trenches.

The drying of vegetables may seem strange to the present generation, but to our grandmothers it was no novelty. Many housewives even to-day prefer dried sweet corn to the product canned by the old method and say also that dried pumpkin and squash are excellent for pie-making. Snap beans often are strung on threads and dried above the stove. Cherries and raspberries still are dried on bits of bark for use

instead of raisins. In fact, many of the everyday foodstuffs already are dried at some stage of their preparation for market. The common dried fruits, such as prunes, raisins, figs, dates, and apples are staples in the world's markets, while beans and other legumes, tea, coffee, cocoa, and various manufactured foods, like starch, tapioca, macaroni, etc., are dried either in the sun and wind or in specially constructed driers.

Even though the drying of fruits and vegetables as practiced a few decades ago on many farms has become practically a "lost art," the present food situation doubtless will cause a marked stimulation of drying as a means of conserving the food supply. This country is producing large quantities of perishable foods this year, which should be saved for storage, canned or properly dried. Drying is not a panacea for the entire waste evil, nor should it take the place of storing or canning to any considerable extent where proper storage facilities are available or tin cans or glass jars can be obtained readily and at a low cost.

The advantages of drying vegetables are not so apparent for the farm home as they are for the town or city household, which has no root cellar or other place in which to store fresh vegetables. For the farmer's wife the new methods of canning probably will be better than sun drying, which requires a somewhat longer time. But shorter methods of drying are available, and the dried product holds an advantage in that usually it requires fewer jars, cans, or other containers than do canned fruits or vegetables; also dried material can be stored in receptacles which cannot be used for canning. Then, too, canned fruit and vegetables freeze and cannot be shipped as conveniently in winter. Dried vegetables can be compacted and shipped with a minimum of risk.

To the housewife in the town the drying of vegetables and fruits presents special advantages. During the season when the market is oversupplied locally and prices are low she can lay in a stock, dry it, and put it away for a winter's emergency without its taking up much of the needed small storage space in her home. If she is accustomed to canning her fruit and vegetables and finds she cannot secure jars or tin cans, she can easily resort to drying.

With simple and inexpensive facilities, all housewives can save quantities of food which are too small conveniently to can. A few sweet potatoes or apples or peas, or even a single turnip can be dried and saved. Even when very small quantities are dried at a time, a quantity sufficient for a meal will soon be secured. Small lots of several dried vegetables, such as cabbage, carrots, turnips, potatoes, and onions, can be combined to advantage for soups and stews.

This bulletin records some of the points brought out in a preliminary investigation of the home drying of fruits and vegetables which has been conducted by the department.

PRINCIPLES AND METHODS OF DRYING.

Three main ways of drying are applicable in the home manufacture of dried fruits and vegetables, namely, sun drying, drying by artificial heat, and drying by air blast. These, of course, may be combined. In general, most fruits or vegetables to be dried quickly, must first be shredded or cut into slices, because many are too large to dry quickly or are covered with skin, the purpose of which is to prevent drying out. When freshly cut fruits or vegetables are to be dried by means of artificial heat, they should be exposed first to gentle heat and later to the higher temperatures. If the air applied at the outset is of too high a temperature, the cut surfaces of the sliced fruits or vegetables become hard or scorched, covering the juicy interior so that it will not dry out. Generally it is not desirable that the air temperature in drying should go above 140° to 150° F., and it is better to keep it well below this point. Insects and insect eggs are killed by exposure to heat of this temperature.

It is important to know the degree of heat in the drier, and this cannot be determined very accurately except by using a thermometer. Inexpensive oven thermometers can be found on the market, or any ordinary chemical thermometer

can be suspended in the drier. If a thermometer is not used, the greatest care should be given to the regulation of the heat. The temperature in the drier rises rather quickly and the product may scorch unless close attention is given. The reason sun drying is regularly believed to give fruits and vegetables a sweeter flavour lies probably in the fact that in the sun they never are scorched, whereas in the oven or over a stove scorching is likely to occur unless careful attention is given them.

Drying of certain products can be completed in some driers within two or three hours. The time required for drying vegetables varies. However, it can be determined easily by a little experience on the part of the person doing the drying. The material should be stirred or turned several times during the drying in order to secure a uniform product.

The ability to judge accurately as to when fruit has reached the proper condition for removal from drier can be gained only by experience. When sufficiently dried it should be so dry that it is impossible to press water out of the freshly cut ends of the pieces, and will not show any of the natural grain of the fruit on being broken, and yet not so dry that it will snap or crackle. It should be leathery and pliable.

When freshly cut fruits or vegetables are spread out they immediately begin to evaporate moisture into the air around them, and if in a closed box will very soon saturate the air with moisture. This will slow down the rate of drying and lead to the formation of moulds. If a current of dry air is blown over them continually the water in them will evaporate steadily until they are dry and crisp. Certain products, especially raspberries, should not be dried hard, because if too much moisture is removed from them they will not resume their original form when soaked in water. On the other hand, the material must be dried sufficiently or it will not keep, but will mould. Too great stress cannot be laid upon this point. This does not mean that the product must be baked or scorched, but simply that it must be dried uniformly through and through.

It will be found advisable also to "condition" practically all dried vegetables and fruits. This is best done in a small way by placing the material in boxes and pouring it from one box into another once a day for three or four days so as to mix it thoroughly and give to the whole mass an even degree of moisture. If the material is found to be too moist it should be returned to the drying trays for a short drying.

PREPARATION OF FOOD FOR THE DRIER.

In large factories the vegetables are put through special shredders and slicers not adapted for home use, but convenient and inexpensive machines which can be used to great advantage are on the market. The meat grinder (fig. 1) with its special discs can be used in certain cases; the common kraut slicer (fig. 2) will cut large vegetables into thin slices, such as potatoes and cabbage; and the rotary hand slicer shown in figs. 3 and 4 is adapted for use on a very wide range of material. A large kitchen knife may be used when a handier cutting device is not available. Care should be taken that the material is sliced thin enough but not too thin. From an eighth to a quarter of an inch is a fair thickness for most of the common vegetables to be sliced and dried. Very small slices or strips dry more quickly because they expose a greater surface to the air than do larger cut pieces. But if cut too fine they are more difficult to handle in drying, appear to lose somewhat in flavour, and cannot be used so advantageously to make dishes like those prepared from the fresh foods.

The slicing machines (figs. 2, 3, 4) are not suitable for children's use, for they will cut fingers as mercilessly as they do vegetables and fruits, and even adults should exercise great caution in their use in the home.

Cleanliness is as necessary in the preparation of vegetables and fruits for drying as in their preparation for canning, perhaps even more so. To secure a fine quality of dried products much depends upon having the vegetables absolutely fresh, young, tender and perfectly clean. If steel knives are used in paring and cutting have them

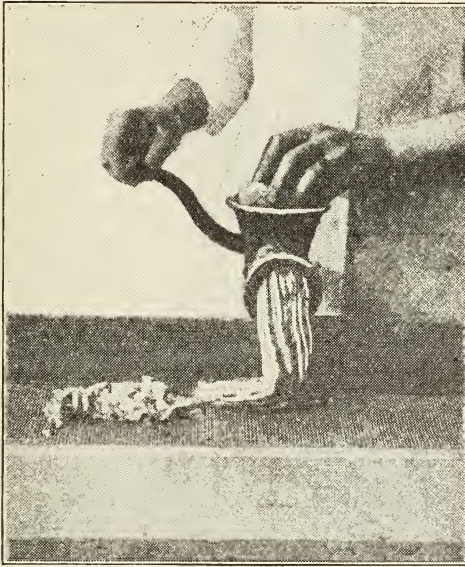


FIG. 1.—Meat grinder used for making cooked potato into strings, dropped directly into a tray for drying.

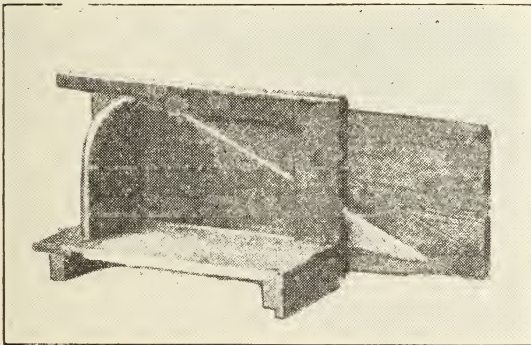


FIG. 2.—A fruit slicer of this type can be used for slicing or shredding the large vegetables or fruits.

clean and bright so as not to discolour the vegetable. The earthy smell and glavot will cling to the root crops if they are not washed thoroughly before slicing, and one decayed root may flavour several kettles of soup if the slices from it are scattered through the whole batch of dried material. High-grade dried "root" vegetables can only be made from peeled roots.



FIG. 3.—A rotary slicer being used to cut string beans into small pieces.

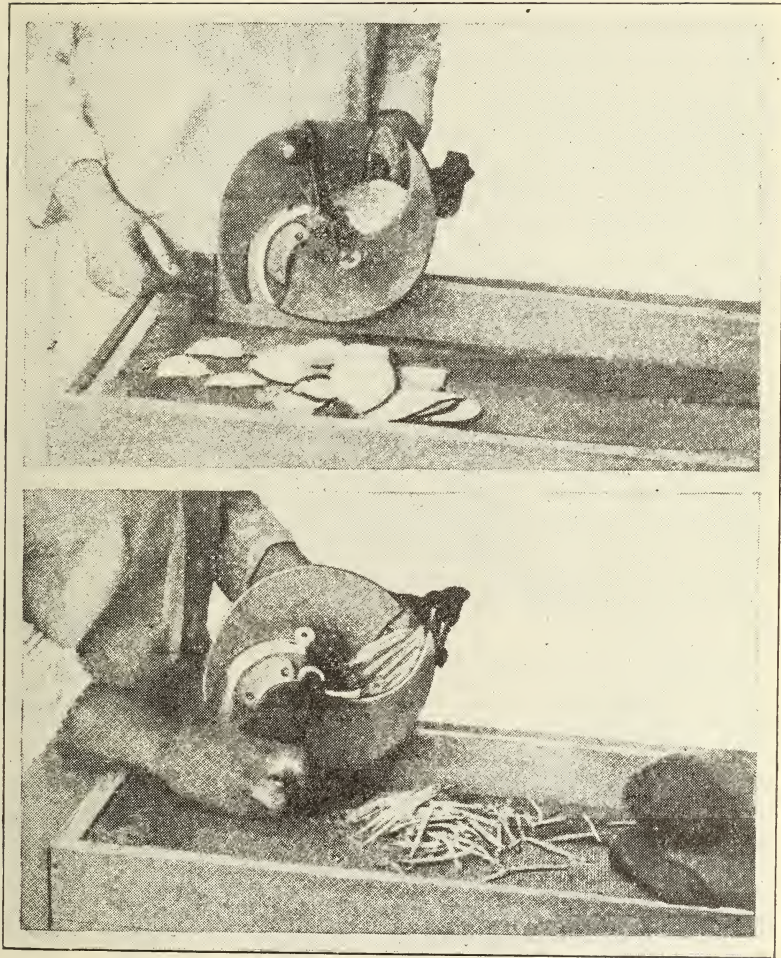


FIG. 4.—The same rotary slicer as shown in fig. 3, being used to cut sweet potatoes into slices and then into strips, dropping them on to the tray, ready to dry.

In preparation of large quantities of potatoes a potato peeler such as shown in figs. 5 and 6 may be utilized. The potatoes are thrown by centrifugal force against a rough surface which, under streams of water provided by the perforated tin container above, nicks off the outer skin and leaves only the eyes to be dug out.



FIG. 5.—This type of potato peeler removes the skins quickly, leaving the eyes to be removed with a sharp pointed knife.

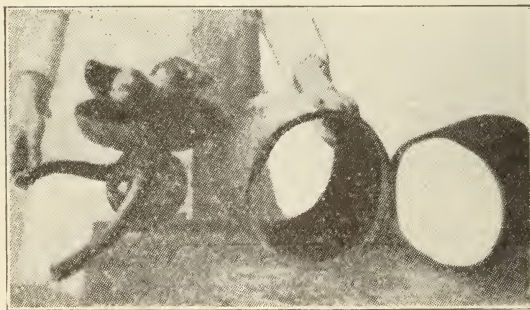


FIG. 6.—Potato peeler taken apart, showing the receptacle (right) which holds the water and the rough-walled chamber (centre) which removes the peel.

Blanching of vegetables is considered desirable by some housekeepers, although it is not strictly essential to successful drying. It is claimed that the blanch gives a more thorough cleaning, removes the strong odour and flavours from certain kinds

of vegetables and softens and loosens the fibre. This allows the moisture in the vegetable to evaporate more quickly and uniformly. It also quickly coagulates the albuminous matter in the vegetables which helps to hold in the natural flavours. Blanching consists of plunging the vegetable into boiling water for a short time. Use a wire basket or cheesecloth bag for this. After blanching the required number of minutes, drain well and remove the surface moisture from vegetables by placing between two towels or by exposing to the sun and air for a short time.

APPARATUS FOR DRYING.

The drying of fruits and vegetables in the sun is a simple process if they have been prepared properly. In its simplest form such drying consists in spreading the freshly prepared slices or pieces on sheets of paper, or, if there is danger of the product's sticking, spreading on old pieces of muslin held down with stones. Bright hot sunny days are chosen for this work, and a close watch is kept to see that no rain or dew wets the product. If flies and other insects are abundant, a mosquito bar is thrown over the product. Once or twice a day the slices are stirred or turned over with the hand and the thin ones which dry first are taken out. Sun drying has much to recommend it, since it requires no expenditure of fuel and there is little danger of the product becoming overheated. Dust, however, gathers on the product, and unless it is protected carefully flies and especially certain insects which habitually attack dried fruits will lay their eggs upon it. These eggs later will hatch out and the worms or larvæ will riddle the dried fruits or vegetables, rendering them unfit for the table.

Fruits and vegetables, when dried in the sun, generally are spread on large trays of uniform size (fig. 7), so constructed that they can be stacked one on top of the other and protected from rain by means of a cover made of oilcloth, canvas or roofing paper.

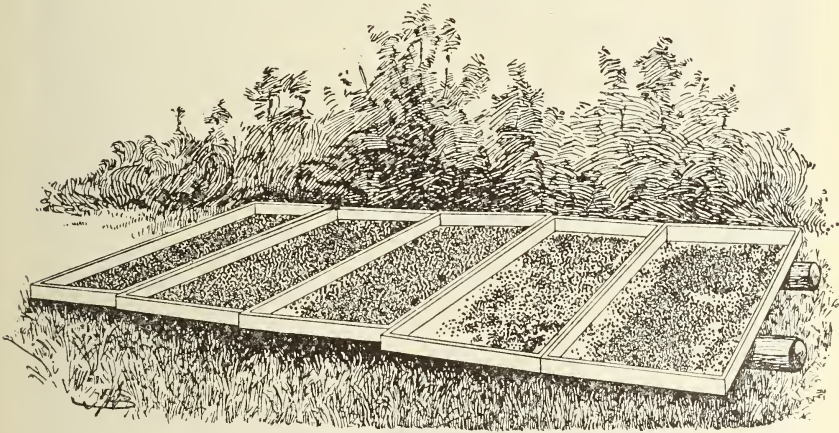


FIG. 7.—Trays used for drying fruits and vegetables in the sun.

A very cheap tray can be made of strips of lumber three-fourths of an inch thick and two inches wide, which form the sides and ends, and lath which is nailed on to form the bottom. Spaces one-eighth inch wide should be left between the laths for ventilation and the trays can be raised off the ground by placing them on poles or an improvised trestle. As laths are four feet long, these lath trays are the most economical of material when made four feet in length.

Better but more expensive trays can be made by substituting galvanized-wire screen, one-eighth or one-quarter inch mesh, for the laths, in which case the most economical size would depend upon the width of the wire screen obtainable.

A cheap and very satisfactory drier (fig. 8) for use over the kitchen stove can be made by any handy boy or carpenter from a small amount of small-mesh galvanized-wire netting and a number of laths or strips of wood about one-half inch thick and two inches wide. The screen may be tacked directly on the framework to

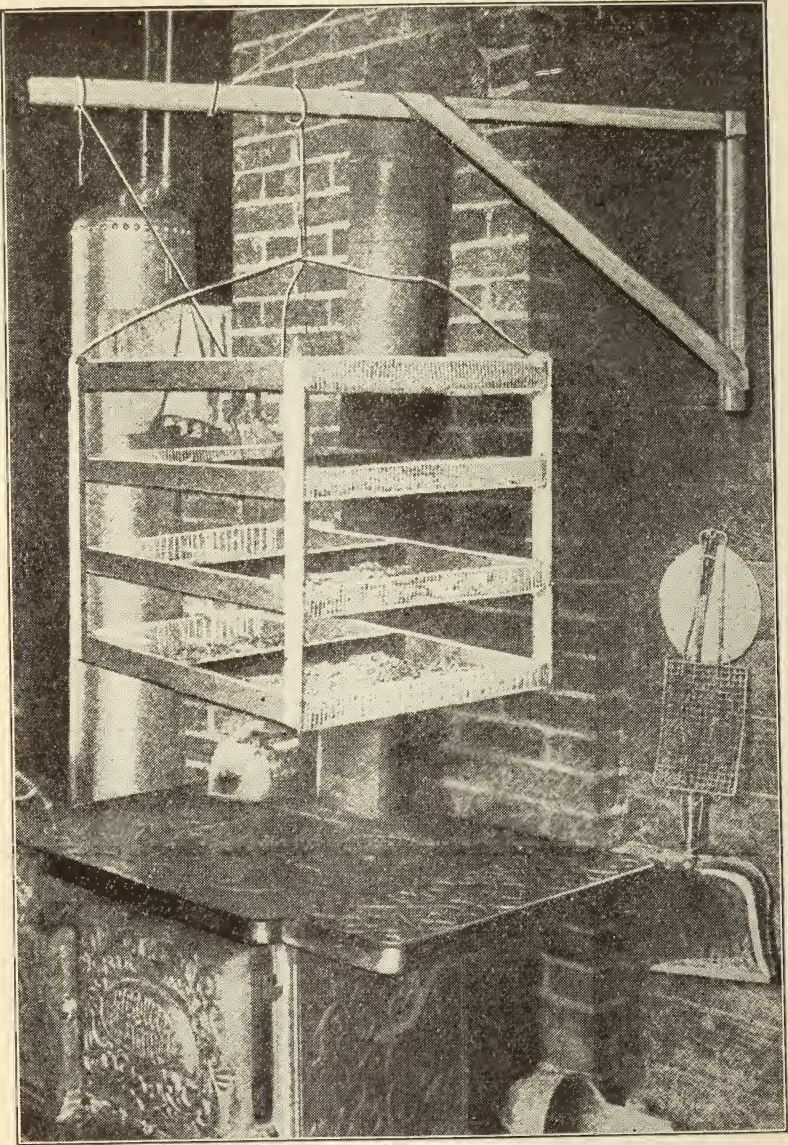


FIG. 8.—A homemade drier made of lath and wire netting. It can be swung over the stove or back out of the way. Although not shown in the illustration, trays are made to fit into the wire and lath shelves. The lath crane is fastened to the wall by means of a hinge made of a turn of wire with a loop in it which is bent around the upright. The looped wire is hung on nails which are driven into the wall and then bent upward at right angles.

make the drying shelves, or the framework can be made to support separate trays. By using two laths nailed together the framework can be stiffened and larger trays made if desirable. This form or any of the lighter makes of driers can be suspended

from the ceiling over the kitchen range or over the oil, gasoline or gas stove, and it will utilize the hot air which rises during the cooking hour. It can be raised out of the way or swung to one side by a crane made of lath (see fig. 8) when the stove is required for cooking purposes, and lowered or swung back to utilize the heat which otherwise would be wasted when the top of the stove is not in use.

Another homemade cookstove drier that can be used on a wood or coal range or a kerosene stove can be made easily and cheaply (fig. 9). Dimensions: Base 24 by 16 inches; height 36 inches. A base 6 inches high is made of galvanized sheet iron. This base slightly flares toward the bottom and has two small openings for ventila-

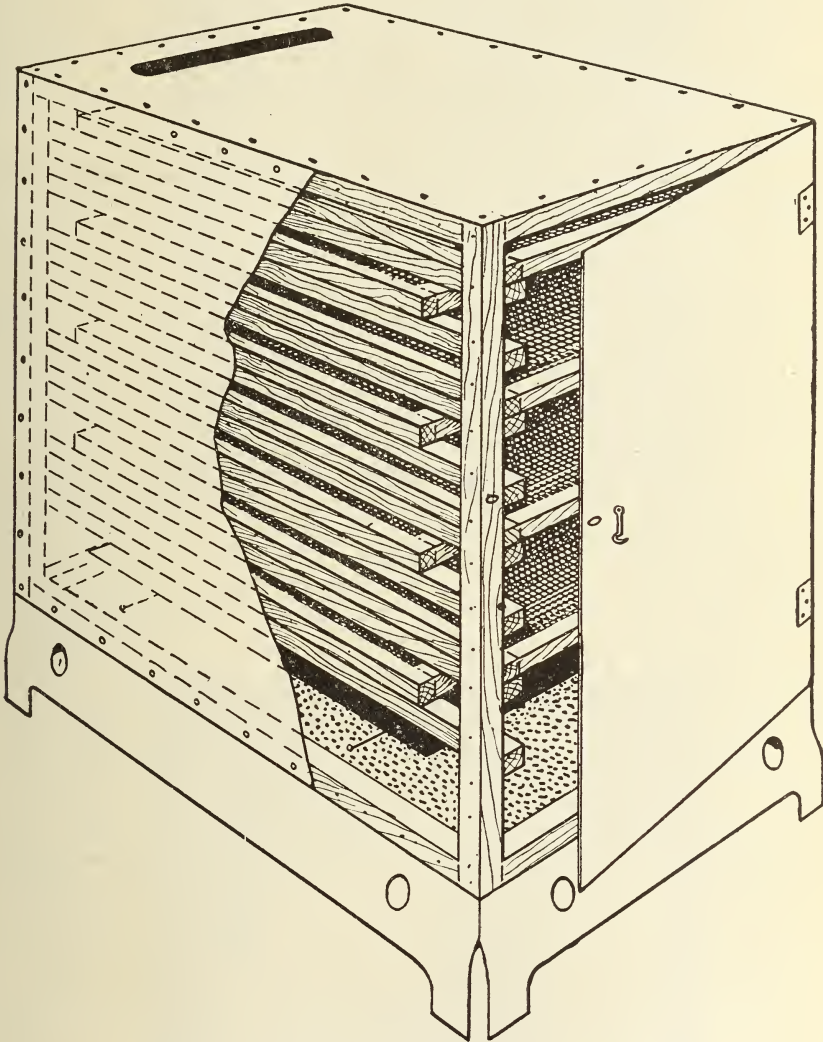


FIG. 9.—A metal covered cabinet type of homemade drier.

tion in each of the four sides. On the base rests a boxlike frame made of 1 or $1\frac{1}{2}$ inch strips of wood. The two sides are braced with $1\frac{1}{4}$ inch strips which serve as cleats on which the trays in the drier rest. These are placed at intervals of 3 inches. The frame is covered with tin or galvanized sheet iron which is tacked to the wooden strips of the frame. Thin strips of wood may be used instead of tin or sheet iron. The door is fitted on small hinges and fastened with a thumb latch. It opens wide so

that the trays can be removed easily. The bottom of the drier is made of a piece of perforated galvanized sheet iron. Two inches above the bottom is placed a solid sheet of galvanized iron which is 3 inches less in length and width than the bottom. This sheet rests on two wires fastened to the sides of the drier. This prevents the direct heat from coming in contact with the product and serves as a radiator to spread the heat more evenly.

The first tray is placed 3 inches above the radiator; the trays on the cleats 3 inches apart. A drier of the given dimensions will hold 8 trays. The frame of the tray is made of 1 inch strips on which is tacked galvanized screen wire, which forms the bottom of the tray. The tray is 21 by 15 inches, making it 3 inches less in depth than the drier. The lowest tray when placed in the drier is pushed to the back, leaving the 3 inch space in front. The next tray is placed even with the front, leaving a 3 inch space in the back. The other trays alternate in the same way. This permits the current of heated air to pass around and over the trays. A ventilator opening about 2 inches wide and 6 inches long is left in the top of the drier, through which the moist air may pass away.

This principle of construction is followed so that currents of heated air will pass over the product as well as up through it, gathering the moisture and passing away. The movement of the current of air induces a more rapid and uniform drying. The upper trays can be shifted to the lower part of the drier, and the lower trays to the upper part as drying proceeds, so as to dry the products uniformly throughout.

Still another home drier is the cookstove oven. Bits of food left over, especially sweet corn, can be dried on plates in a very slow oven or on the back of the cookstove and saved for winter use. If the oven is very warm the door should be left ajar and the temperature of the oven noted. Trays for use in the oven can be made from a convenient sized galvanized wire screen by bending up the edges 1 or 2 inches.

Cookstove driers on the market are of two types. One type (figs. 10-12) consists of a series of trays upon which the material to be dried is spread. These trays are placed in a framework one above the other, forming a compartment through which the heated air rises carrying off the moisture. The second type (fig. 13) consists of a shallow flat metal box filled with water and designed so that one end can rest on the back of the stove and the other on a leg reaching to the floor. It also may be supported over a lamp. The use of an electric fan for facilitating drying is shown in figure 14. This is feasible for those who already own a fan. It has been found that many sliced vegetables and fruits placed in long trays 3 by 1 foot and stacked in two tiers, end to end, before an electric fan can be dried to the requisite dryness within 24 hours. Some require much less time. For instance, sliced string beans and shredded sweet potatoes will dry before a fan running at a moderate speed within a few hours. In many cities the electric fan will cost not more than one-fourth of a cent an hour to run. The fan should be placed close to the stack of trays, and they should not be filled so full that the air cannot pass freely through them. The fan method has a marked advantage in that the product keeps cool owing to evaporation while it is being dried, thus tending to retain the colour and eliminate spoilage.

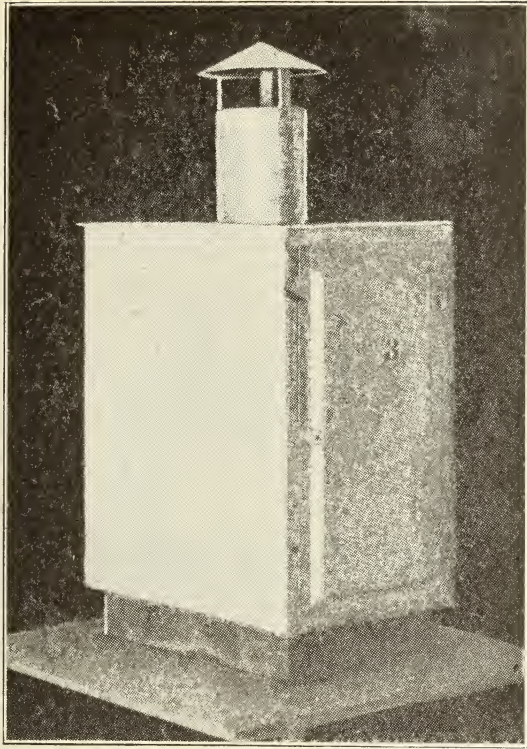


FIG. 10.—A patented drier to be used on the kitchen stove. It has a chamber inclosing the trays and is ventilated by a flue.

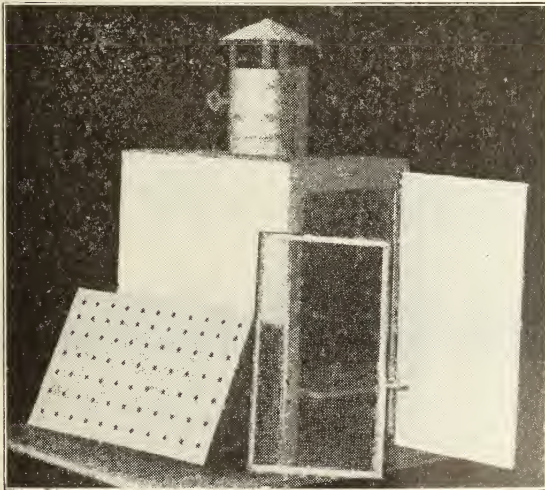


FIG. 11.—The same drier as in Fig. 10, open to show the parts.

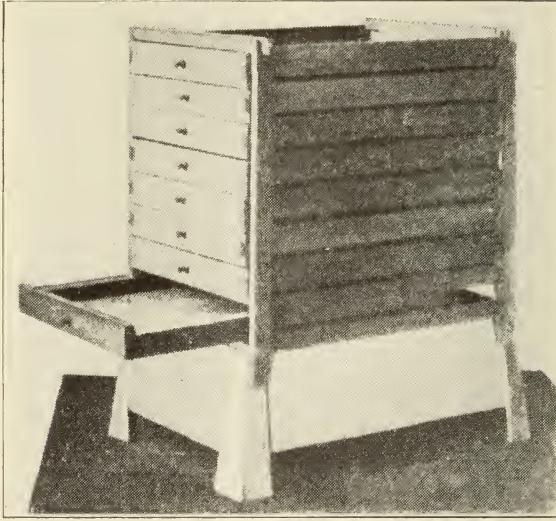


FIG. 12.—Another patented drier designed to be set on the kitchen stove, the hot air rising through the trays.

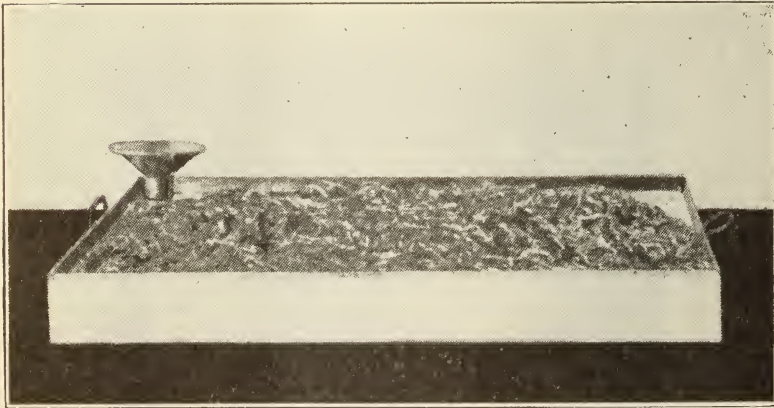


FIG. 13.—This patented drier made of a metal box filled with water, may be set on the edge of the stove or it may be supported over a lamp.



FIG. 14.—Drying fruits and vegetables on homemade racks by forcing air at room temperature across them by means of an electric fan.

PRODUCE REPORT FROM TRINIDAD.

Mr. Edgar Tripp, Canadian Commercial Agent at Trinidad for the British West Indies, has sent the following statistical report of various West Indian products, in connection with which he says:—

“The increase in quantity of cacao exported this year is somewhat remarkable, the total for six months being larger than for any previous twelve months except that of the year 1910 and 1914.

“The sugar crop for 1917 has now been harvested. Complete returns are not yet in, but it is understood that the total is beyond the average of recent years.

“Most promising reports come from the oilfields indicating that the high hopes entertained of this industry are fairly certain of abundant fulfilment.”

Trinidad, June 30, 1917.

Cacao.—As will be seen by figures at foot the actual shipments of Trinidad cacao, notwithstanding shortage of required freight room have amounted for the six months to date to 55,070,093 pounds, being more than the total shipments of any previous twelve months excepting 1910 and 1914. The prohibition of the export of more than 50 per cent of the quantity sent last year to the United Kingdom would not therefore appear to have borne with any special hardship upon planters. What has affected the market is not the quantity it is permitted to ship, but the difficulty experienced in finding bottoms to carry produce on order for London and the Continent, especially the latter.

For the first three weeks of the month the market was exceedingly quiet, buyers showing very little interest in “Ordinary” and “Estates,” which were offered at prices ranging from \$10.65 to \$10.85 for the former and \$10.85 to \$11.10 for the latter. But as soon as it became known that arrangements had been made for one steamer to take 40,000 bags for Havre, the market took an upward course, and to-day as high as \$12.25 has been paid for both grades of Trinidad.

Very limited supplies of Venezuelan have come forward, but in spite of this prices have not advanced comparatively with Trinidad’s. This is probably due to the fact that it is believed preference will be given to Trinidad cacao by all steamers sailing for France. This has resulted from timely and energetic representations made by the Chamber of Commerce regarding the respective claims of Allied countries and neutrals.

Closing quotations for Venezuelan cacao are \$12.40 to \$12.60 per fanega.

Sugar.—All things considered, shipments of the large crop now harvested have been more easily provided for than might have been expected in the present state of the tonnage market, and planters have good reason to be satisfied with results generally whilst, thanks to the copious, and yet not too heavy rainfall, the prospects of another bumper crop in 1918, have been materially brightened.

Fairly large local transactions are recorded indicating confidence in the maintenance of prices which, to date, remain about the same as at close of last report, viz.: Crystals 5 cents, Molasses sugar $4\frac{1}{2}$ and $4\frac{3}{4}$ cents. Old time quality muscovado, of which but very little is still manufactured in the colony, has come into its own again for the time being, realizing rates equal to crystals.

Cocoanuts.—Values have declined and we quote at date \$25 and \$13 on the beach. Supplies are plentiful, but difficulty in securing freight room continues.

Copra.—In good demand. To-day’s value something over 7 cents.

Rubber.—The shipments to 30th June, although 5,200 pounds over that of the best previous corresponding period, are poor when contrasted with the high hopes connected with this industry some years ago. Still prospects seem somewhat more encouraging.

Asphalt.—Shipments for June exceeded those of last year by 576 tons bringing total to date 43,201 tons against 37,223 tons in 1916.

Oil.—An increasing demand is in evidence, and with the excellent facilities for shipments of the large stocks now offering further large development of this important item of export may soon be looked for. Meanwhile it is satisfactory to note that in the past six months the shipments have amounted to about 80,000 tons. The two principal companies, the Leaseholds and the United British, are, of course, primarily to be credited for this promising result, but others, notably the Trinidad Central, have contributed appreciably, and greater activity is noticeable of late in the operations of some of the minor companies.

Cacao.

Shipments of Trinidad Cacao during month of June, 1917:—

Destination—	Weight in pounds.
Canada.. . . .	95,360
United States.. . . .	3,781,197
Other countries.. . . .	536,544
Total for June.. . . .	4,413,101
Shipped previously.. . . .	56,656,992
Total from January 1.. . . .	55,070,093
To same date, 1916.. . . .	37,662,970
“ 1915.. . . .	39,346,826
“ 1914.. . . .	54,323,618
“ 1913.. . . .	37,161,054
“ 1912.. . . .	35,494,269
“ 1911.. . . .	35,100,943
“ 1910.. . . .	39,277,699
“ 1909.. . . .	34,472,394
“ 1908.. . . .	29,725,362

London Quotations for Ordinary:—

	s.	d.	s.
June 1.. per cwt.	85	0	
“ 12..“	85	0 to 86	
“ 30..“	85	0 to 86	
At same dates, 1916.. . . .	87	0 to 85	
“ 1915.. . . .	82	0 to 79	
“ 1914.. . . .	58	0	
“ 1913.. . . .	70	0 to 73	
“ 1912.. . . .	64	0 to 69	
“ 1911.. . . .	56	0 to 57	
“ 1910.. . . .	55	0	
“ 1909.. . . .	56	6	

New York Quotations:—

June 1.. per lb.	12c. to 12½c.
“ 4..“	12c. to 12¾c.
“ 5..“	12c. to 12¾c.
“ 30..“	12c. to 12½c.
To same date, 1916.. . . .	15¾c. to 14½c.

Foreign Cacao shipped for quarter ended June 30, 1917:—

	Lb
United States.. . . .	2,223,193
Canada.. . . .	255,200
	2,478,393

Cocoanuts.

Shipped for the month of June, 1917:—

	Nuts.
Canada.. . . .	55,000
United States.. . . .	1,383,245
Other countries.. . . .	49,829
Total for June.. . . .	1,488,074
Shipped previously.. . . .	5,894,563
Total from January 1.. . . .	7,382,637
To same date, 1916.. . . .	7,601,775
“ 1915.. . . .	3,756,580
“ 1914.. . . .	8,716,417
“ 1913.. . . .	6,878,587
“ 1912.. . . .	8,374,693

Foreign cocoanuts shipped for quarter ended June 30, 1917:—

	Nuts.
Canada.. . . .	267,480

Copra.

Shipped for the month of June, 1917:—

	Lb.
Other countries.. . . .	372,456
United States.. . . .	44,720
Total for June.. . . .	417,176
Shipped previously.. . . .	2,945,025
Total from January 1.. . . .	3,362,201
To same date, 1916.. . . .	1,607,091
“ 1915.. . . .	2,460,017
“ 1914.. . . .	774,618
“ 1913.. . . .	749,718
“ 1912.. . . .	1,611,690

Rubber.

Shipped for the month of June, 1917:—

	Lb.
United States.. . . .	214
Total for June.. . . .	214
Shipped previously.. . . .	8,729
Total from January 1.. . . .	8,943
To same date, 1916.. . . .	3,438
“ 1915.. . . .	810
“ 1914.. . . .	3,785
“ 1913.. . . .	1,505
“ 1912.. . . .	2,076

Sugar.

London Quotations for Demerara Crystals:—

	s.	d.	s.	d.
June 1. per cwt.	46	9	Spot.	
At same dates, 1916.	40	1½	to	43 1½
“ 1915.	25	0	to	28 0
“ 1914.	13	0	to	12 3
“ 1913.	17	0	to	14 0
“ 1912.	16	6	to	17 6
“ 1911.	14	6	to	15 3
“ 1910.	18	9	to	19 3
“ 1909.	14	6	to	15 3

New York Quotations, Crystals:—

June 1. per 100 pounds.	\$5 95
“ 2.	5 83
“ 5.	5 89
“ 9.	5 77
“ 21.	5 98
“ 23.	5 96
“ 24.	5 83 to \$6 02
“ 29.	6 14 to 6 33
“ 30.	6 20 to 6 52
To same date, 1916.	6 14 to 6 40

Trinidad Cacao.

Monthly shipments and opening and closing London Market Prices from January, 1908, to June 30, 1917.

	1908.			1909.			1910.			1911.			1912.		
	Quantity.	Prices.		Quantity.	Prices.		Quantity.	Prices.		Quantity.	Prices.		Quantity.	Prices.	
January.....	lbs. 7,986,902	100/-85/-		lbs. 8,451,140	61/-59/-		lbs. 9,386,702	54/6-55/-		lbs. 5,848,611	56/6-61/-		lbs. 10,757,066	62/-61/-	
February.....	8,116,927	82/-77/-		6,390,202	59/-59/6		6,377,332	55/-56/-		5,021,930	61/-58/-		8,209,807	61/-57/-	
March.....	3,863,877	77/-81/-		6,631,036	59/6-60/-		5,606,551	56/-56/6		6,494,307	58/-57/-		3,443,523	57/-56/-	
April.....	3,591,084	81/-76/-		3,628,940	60/-58/-		4,127,454	56/6-56/6		6,354,943	57/-56/-		6,291,709	56/6-59/-	
May.....	3,084,115	76/-67/-		4,517,191	58/-57/6		7,009,896	56/-55/-		6,185,738	55/-56/-		2,404,239	59/-64/-	
June.....	3,082,457	67/-64/-		4,853,847	57/6-55/6		6,769,676	55/-		5,215,414	56/-57/-		2,387,925	64/-69/-	
July.....	3,227,724	64/-63/-		3,377,439	55/6-54/-		3,748,767	55/-		3,536,811	57/-58/-		1,918,607	69/-72/-	
August.....	1,810,061	63/-64/-		2,057,666	54/-55/-		3,018,075	55/-54/6		1,894,937	58/-62/-		878,580	72/-	
September.....	708,013	64/-60/-		894,346	55/-54/6		1,711,172	54/6-55/-		604,205	62/-61/-		771,742	72/-	
October.....	1,267,719	60/-58/-		565,542	54/6		1,577,085	55/-		1,369,224	63/6-62/6		1,079,827	72/-	
November.....	2,759,226	58/-62/-		4,112,711	54/6		4,352,101	55/-		3,293,651	62/6-61/-		329,730	71/-	
December.....	8,134,378	61/-		6,095,011	54/6		4,154,175	55/-56/6					1,152,070	72/-71/-	
Totals.....	47,632,438			51,575,071			57,829,074			46,790,353			41,625,625		

	1913.			1914.			1915.			1916.			1917.		
	Quantity.	Prices.		Quantity.	Prices.		Quantity.	Prices.		Quantity.	Prices.		Quantity.	Prices.	
January.....	lbs. 3,854,745	71/-69/-		lbs. 151,685	66/-62/-		lbs. 7,406,433	75/-69/-		lbs. 5,085,123	94/-90/-		lbs. 6,900,700	76/-78/-	
February.....	8,715,499	69/-75/-		8,262,647	62/-63/-		8,404,981	69/-81/-		8,813,679	89/-87/-		8,702,000	78/-82/-	
March.....	7,438,366	75/-73/-		13,329,350	63/-61/-		8,453,529	81/96/-		6,163,762	90/-		15,849,650	84/-87/-	
April.....	7,484,608	71/-		11,601,015	62/-57/-		6,379,137	96/-90/-		7,897,537	96/-89/-		12,511,909	87/-	
May.....	6,038,947	71/-70/-		8,423,804	57/-59/-		4,290,034	90/-86/-		5,071,650	89/-87/-		6,632,733	85/-85/-	
June.....	3,625,895	70/-75/-		5,555,213	59/-58/-		4,432,712	82/-75/-		4,655,219	87/-84/-		4,413,101	85/-86/-	
July.....	4,033,631	73/71/-		3,282,693	57/-58/-		3,511,046	79/-82/-		6,354,392	84/-81/-				
August.....	2,581,476	71/-		1,711,365	65/-		976,669	82/-79/-		3,996,105	83/-82/-				
September.....	1,139,775	71/-		552,893	60/-		50,372	81/-84/-		1,651,097	82/-83/-				
October.....	864,336	71/-68/-		874,948	60/-58/-		373,140	84/-87/-		917,453	83/-				
November.....	650,975	68/-67/-		892,979	59/-65/-		1,611,300	90/-94/-		2,239,408	83/-80/-				
December.....	1,685,130	67/-66/-		1,809,380	65/-75/-		8,192,099	94/-		2,009,055	80/-76/-				
Totals.....	48,116,377			63,447,876			54,061,452			54,884,480					

IMPORTS OF AGRICULTURAL MACHINERY INTO THE UNITED KINGDOM.

FROM REPORT OF TRADE COMMISSIONER

(Mr. Norman D. Johnston).

BRISTOL, June 28, 1917.

IMPORTS OF AGRICULTURAL MACHINERY.

In the report from this office on the market for agricultural machinery which appeared in *Weekly Bulletin No. 698*, a table showing the imports of agricultural machinery was given on page 1339. This table only indicated the imports of agricultural machinery with prime movers, while the imports of agricultural machinery without prime movers were omitted. The following table will therefore indicate the imports of agricultural machinery with and without prime movers for the years ending December 31, 1913, 1914 and 1915:—

Agricultural machinery and parts: Prime movers (except electrical)—			
	1913.	1914.	1915.
From United States.. . . .	\$ 30,095	\$ 32,091	\$ 351,257
Other foreign countries.. . . .	8,624	5,105	2,025
British possessions.. . . .	151	19,841	16,508
Total.. . . .	\$ 38,870	\$ 57,037	\$ 369,790
Agricultural machinery and parts: Not being prime movers or electrical machinery—			
From Sweden.. . . .	\$ 297,738	\$ 208,945	\$ 377,697
Denmark (including Faroe Islands).. . .	50,891	78,635	47,499
Germany.. . . .	131,268	113,374	—
Netherlands.. . . .	7,085	7,047	29,599
Belgium.. . . .	29,750	34,758	15,719
France.. . . .	42,875	87,021	60,011
United States.. . . .	2,614,427	2,148,565	1,272,015
Other foreign countries.. . . .	6,263	5,471	5,071
Canada.. . . .	330,086	295,475	520,767
Other British possessions.. . . .	228,772	2,881	1,392
Total.. . . .	\$3,739,155	\$2,982,172	\$2,329,770

It will be noted that the United States obtained a very large share of the trade. In 1915 the imports of American agricultural machinery with prime movers increased very considerably, while the imports of machinery without prime movers decreased. The imports of agricultural machinery without prime movers from Canada, on the other hand, increased by \$190,681 over 1913 and \$223,292 as compared with 1914.

CUSTOMARY TERMS.

The usual terms between the agricultural machinery dealers and the farmers are quarterly accounts net or five per cent discount for cash in a month. The prices include delivery to the nearest railway station. Retail dealers generally require a profit of from 20 to 30 per cent, and a credit of a month, except in the case of season goods, when a longer term is usually granted as the machinery is bought some time before the season when it will be required.

INFORMATION GIVEN.

If any Canadian manufacturer has an agricultural machine or implement which he thinks would find a sale in the United Kingdom and will communicate with this office, all possible information will be obtained and every endeavour will be made to get expert opinion as to the possibilities of the market for his product. Now is the time to make enquiries so as to have connections made for the sale of Canadian products after the close of hostilities.

COMMERCIAL TRAVELLERS' LICENSES IN ARGENTINA.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. B. S. Webb.*)

BUENOS AIRES, July 3, 1917.

A commercial traveller's license valid for the Federal capital and the national territories (not the provinces) has up to now been obtainable on payment of a fixed sum of \$500. A law was sanctioned by Congress, however, in February, establishing a sliding scale from "\$500 to \$5,000 per annum for commercial travellers with or without business premises." The British Legation applied to the Minister of Finance for a declaration of the terms of the law and has been informed officially that "generally the minimum contribution of \$500 is exacted, which is augmented, however, in proportion to the commercial capacity of the contributor." This explanation seems to leave matters rather vague, but well-informed people pretend to understand the significance of the new law as follows: When a commercial traveller applies immediately and straightforwardly for a license it will be granted to him immediately on the payment of the minimum sum of \$500: When, however, a traveller is found trading without a license, payment of the larger amount, plus the 100 per cent fine provided by the law will be exacted from him. In other words, a commercial traveller who tries to avoid taking out a \$500 license will render himself liable to be mulcted in the sum of \$10,000.

An amended list of national and provincial licenses is appended herewith:—

Federal capital (including southern territories): Representatives of foreign firms not having a shop or warehouse for selling to the general public, foreign or travelling commercial agents, \$500 m/n (\$1 m/n is equal to 42·45 cents Canadian).

Provinces: Buenos Aires, \$400 per annum; Santa Fe, \$400 per annum; Entre Rios, \$600, half-year, \$300; Cordoba, \$400, half-year, \$200; Santiago del Estero, \$300 per annum; San Luis, \$300 per annum; Salta, from \$60 to \$1,000, according to goods to be sold; San Juan, \$900 per annum, payable quarterly; Mendoza, January to April, \$600, from May to August, \$500, September to December, \$400; Corrientes, \$600 to \$1,000; Jujuy, \$200; Rioja, \$200.

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended August 3, 1917, has been furnished by Mr. Enrique R. Margarite, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation—

July 31, ss. *Esparta*, 156 drums.

August 1, ss. *Mexico*, 50 drums.

While the arrivals of fish in drums this week have been anything but heavy, a very light demand has prevailed for this article and in consequence, the lack of new supplies have had no effect upon the prices. We quote haddock at 12½ cents per pound and hake at 11½ cents; the market continuing without stocks of codfish, the absence of which is unnoticed due to the fact that there is no demand for this fish.

CODFISH IN CASES.

Importation—

July 31, ss. *Chalmette*, 450 cases from New Orleans.
 “ 31, ss. *Esparta*, 534 cases from Boston.

A light demand has continued prevailing for codfish in cases but as a result of the fact that the arrivals during the week have been of small importance, the prices are sustained and we can continue quoting at \$17 to \$19 per case for that from United States and Canada.

HERRING.

The demand for bloaters has been light, but the price of \$1.60 per large box remains unchanged.

GOUDA CHEESE.

Holders of the sort produced in the United States are ceding at the same prices as last week and we quote at 34 to 50 cents per pound.

POTATOES.

Importation—

7,357 barrels from Key West, Fla., U.S.
 434 barrels from New York, N.Y., U.S.

The demand for potatoes during the week has been very light and, therefore, holders have had to lower their prices. Under such circumstances, we can only quote at \$5.75 per barrel, to \$6.

EXCHANGES.

New York, 3 d/s, $\frac{1}{8}$ per cent premium.
 London, s/d at \$4.77 $\frac{3}{4}$ per £.

INVOICES FOR CHILE.

The following communication has been received from Mr. Maximo Patricio Morris, Consul General of Chile for Canada, Vancouver:—

“Referring to the item in the *Weekly Bulletin* No. 704 of July 23, in regard to invoices for Chile, I beg to advise that the decree of January 27, has been cancelled, and the former decree of the Consular Reglament, Article 283, is now again in force:

“The following is a translation of Article 283:

“The Consuls of Chile shall consider as valid for certification only those invoices which contain the following items:

- (a) Name of the seller of the merchandise and that of the issuer of the invoice.
- (b) Name of the consignee at the port of destination.
- (c) Name of the ship, in case the invoice is issued in the port of embarkation of the goods.
- (d) Marks, numbers, quantities, kind and contents of the packages.
- (e) Net and gross weight of the goods.
- (f) Price of each of the articles mentioned in the invoice.
- (g) Name of the country of origin.

Every invoice in which any of above items has been omitted, shall be rejected by the Consuls.

Any kind of invoice form shall be accepted by the Consuls, if it contains the requisites mentioned in this article.”

CURRENT EVENTS OF INTEREST IN SOUTH AMERICA.

The following notes on commercial conditions in South America have been contributed by Mr. George Mallett, of Valparaiso, Chile, under date July 3, 1917:—

Chile.

SUGAR INDUSTRY.

The sugar industry in Chile is confined to the refining of the raw products of Peru and Central America. Several profitable refining establishments are in full swing and their shares are considered as about the safest of script for steady investment.

With a view to counteracting the alarming upward tendency of prices, a Bill has been introduced in the Chamber of Deputies, proposing a reduction of duties on imported sugar.

The customs tariffs at present in operation are as follows:—

Item 142, sugar containing 65 to 96% of saccharine.. . . .	\$3.75 per quintal net.
“ 143, “ “ 98 to 99.5% “	6.00 “
“ 144, “ “ 99.5% “	9.00 “

The sugar embodied in item 142 is the raw sugar full of molasses and other impurities, which is the crude material from which 143 and 144 are produced by refining.

The new Bill calls for the reduction of the duty on 143 from \$6 per quintal (100 pounds) to \$3.75 per 100 kilos.

This has called forth a strong protest on the part of the refiners whose business is thereby menaced by foreign competition in refined sugar. A suggestion has therefore been made in committee, to obtain the required results by a general reduction of duty, amounting to 20 per cent, on all classes of sugar.

COAL.

Chilian coal has been realizing prices never before dreamt of, several sales having been effected at prices ranging from 66s. to 96s.

The principal cause of this is attributed to the cancelling by the Australian Government of the permits of several ships whose cargoes had already been sold on the coast, and a regulation by which all ships suitable for carrying cereals will be prohibited from carrying coals.

A cargo of Pocahontas coal has been sold at 110s. in sacks and placed on cars at 1 quique.

Another cargo has been placed by steamer from New River, for 1 quique, at 100s. embarkation, expected in June-July.

Current quotations:

Australian.. . . .	95s. to 105s.
American.. . . .	100s. to 105s.
Chilian.. . . .	70s. to 100s.

INDUSTRIAL AND COMMERCIAL COMPANIES.

The Central Agency, Ltd., domiciled in Glasgow, Scotland, have been officially authorized to establish branches or agents in the territory of the Republic.

The Oversea Export and Import Co., Ltd., of Christiania, Norway, has established a branch here.

The company, established in 1897, with a capital of Kr. 4,000,000 (\$250,000), has representatives nearly all over the world, and apparently trade in everything available.

Argentina.

The First National Bank of Boston are opening the doors of their new branch in Buenos Ayres on the 14th of July, with a local capital of 1,000,000 dollars.

WOOL AND HIDES.

The coming shearing is expected to produce as good, or better, results than the last. Not only is the quality of the wool superior but the quantity is reported to show prospects of being greater.

The farmers are anticipating better prices than ever, owing to the great demand made for textiles from the U.S.A., which is prepared to take all the wool it is possible to produce.

During the first five months of the present year, Argentina exported upwards of two million bovine hides, of which 1,150,000 were salted and the remainder dried. Of these the United States took 626,301 dried hides and 547,769 salted.

LARD.

During the same period, the export of lard to England reached the hitherto unprecedented figure of 150,000 cases containing 25 kilos each.

MAIZE.

The export of maize during the same period amounted to 529,208 tons, distributed as follows:—

	Tons.
United Kingdom.. . . .	63,020
United States.. . . .	6,444
France.. . . .	48,555
Italy.. . . .	16,907
Holland.. . . .	54,430
Sweden.. . . .	32,927
Denmark.. . . .	31,894
Spain.. . . .	12,666
To order.. . . .	237,022
Various countries.. . . .	5,338

Of the 83,020 tons which figure against the United Kingdom, there has to be added not less than 100,000 of the portion marked "To Order," the destination of which is not really known as yet.

OIL FREIGHTS.

These have again gone up. Until recently the oil freights from the United States were standing at \$2 U.S. gold per cubic foot; this is now raised to \$3.

A case of petroleum occupying two cubic feet will have to pay a freight of \$6 American gold. To give a slight idea of the gravity of this rise, it is only necessary to remember that at normal times the oil freight was a simple matter of ten cents gold per cubic foot.

IMPORTS FROM UNITED STATES.

Imports from the United States during the month of May amounted to \$2,369,216 dollars, U.S.A.

MEAT PRESERVING ESTABLISHMENTS.

Armours, according to recent balance, have made a profit of \$672,463.49 on a capital of \$672,463.49, or, say, 22.41%.

Swift: Capital, \$7,500,000 gold; profit, \$2,750,940.35, or 36.78 per cent.

"La Blanca": Capital, \$1,500,000 gold; profit, \$1,520,901.26, or 101.39 per cent.

GOVERNMENT NOTICES AFFECTING TRADE.**Australia.****PROHIBITED IMPORTS.**

A cable has been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, Australia, stating that, except with the consent of the Minister of Trade and Customs, it is prohibited to import into Australia eggs, biscuits, confectionery, fur, apparel, perfumery, jewellery, imitation jewellery, imitation precious stones, bottle and bulk beer and potable spirits. Seven-tenths, however, of last year's importations of potable spirits will be allowed. The prohibition also extends to bodies for motor cars, whether separate or the complete vehicle. Goods in transit for factories on August 10 are not prohibited. There are other items which Mr. Ross does enumerate, but he states that these are unimportant.

TARIFF CHANGES AND INTERPRETATIONS.**Argentina.****CUSTOMS CLASSIFICATION OF PETROLEUM AND PETROLEUM PRODUCTS.**

(Board of Trade Journal.)

The Board of Trade are now in receipt, through the Foreign Office, of a copy and translation of an Argentina Presidential Decree laying down regulations for the application of a law amending certain headings in the Argentine Valuation Tariff relating to petroleum and petroleum products.

The Decree provides as follows:—

Article 1.—Under No. 45 of the Valuation Tariff shall be classified:—Crude petroleum of any origin, destined to be refined, which has not been treated in any way with the intention of purifying it or modifying its composition, except in so far as may be necessary merely to separate the water or solid extraneous substances which it may contain. The Custom houses shall require for products of this kind legalized documentary proof of their place of origin, specifying the region or district from which they have been extracted; this data must accompany the samples remitted to the National Chemical Office for analysis.

Article 2.—As kerosene, under No. 194, shall be classified any refined product of petroleum, the density of which is between 0.780 and 0.830 at 15 deg. C., which distils at least 90 per cent of its volume (by the Engler method) at between 150 deg. and 300 deg. C., and has a minimum flash point of 40 deg. C. in the Abel apparatus.

Article 3.—Under the denomination of mineral oils in No. 2,791 shall be included those mineral oils which have been clarified or refined, the density of which at 15 deg. C. is over 0.850; which, when submitted to distillation by the Engler method up to 300 deg. C., do not yield more than 10 per cent of products, which have a flash point (with the Penski-Martens apparatus) of over 150 deg. C., and a greater viscosity than 3 deg. Engler at 20 deg. C.

Article 4.—Under No. 3,183 shall be classified essences of petroleum, gasolines, naphthas and benzines, as well as petroleum products not falling under other categories.

Under this heading shall also be classified benzines made from coal tar or of other origin, consisting chiefly of benzol, which distil less than 95 per cent of their volume between 80 deg. C. and 81 deg. C.; when 95 per cent or more of their volume distils at between 80 deg. C. and 81 deg. C. they shall be considered as "rectified benzine," coming under Tariff No. 2,890.

Article 5.—Under No. 3,270 shall be classified:—

- (a) Crude petroleum for fuel, with a minimum density of 0.900 at 15 deg. C.
- (b) Unrefined residues resulting from the distillation of petroleum.
- (c) Unrefined and unclarified gas oils.

The products mentioned in (b) and (c) must distil less than 20 per cent of their volume up to 300 deg. C., and if the distillation is greater the density of the distilled liquid must be greater than 0.830 at 15 deg. C.

Article 6.—Under the synonymous denominations of "liquid vaseline," "paraffin oils" or "vaseline oils" shall be included under No. 3,326 mineral oils which are perfectly pure, limpid, colourless, inodorous and without fluorescence, having a density of from 0.840 to 0.890 inclusive at 15 deg. C., and the distillation of which commences at 360 deg. C. The same products, when they are not completely colourless and purified and which commence to distil at 300 deg. C., shall be considered as "impure paraffin oils" under No. 2779.

Article 7.—By "paraffin" (No. 3,215) and by "vaseline" (Nos. 3,325 and 3,327) shall be understood the physically homogeneous products whether colourless or not, solid or semi-solid, which are derived from petroleum, from ozokerite, or from schist oils.

Article 8.—Mixtures of the above-mentioned products with others of a different kind shall pay a duty of 25 per cent on their declared values* in accordance with the provisions of Articles 12 and 15 of the Customs Law.

Article 9.—All shipments of petroleum, derivatives and similar products must be analyzed by the National Chemical Offices, and the Custom houses cannot accept the clearance documents unless they are accompanied by the proper certificate of analysis.

Article 10.—Samples of the said products shall be taken in the manner laid down by the Decree of 4th July, 1914, and the fees for certificates of analysis shall be in accordance with the Tariff laid down by Law No. 9,645.

Article 11.—The Resolution of 6th August, 1915 (which exempted such mineral oils as are not included in Tariff No. 2,791 from the requirement as to analysis) is hereby rescinded.

INTERPRETATION OF LAW NO. 10,221 CONCERNING THE LEVY OF A SURTAX ON IMPORTED GOODS.

(Board of Trade Journal.)

With reference to an Argentine Law No. 10,221, which imposed a surtax on goods which, under the Argentine Tariff Law, are subject to a duty of ten per cent or more, the Board of Trade are in receipt, through the Foreign Office, of information to the effect that the exemption from the surtax of certain goods specified in the above mentioned Law applies only to the extra surtax of five per cent *ad valorem* leviable on goods on which the duty payable under the Tariff Law exceeds 20 per cent *ad valorem*. The goods in question are, accordingly, still subject to the surtax of 2 per cent *ad valorem* provided by Tariff Law No. 10,221, although exempt from the further tax of 5 per cent to which they would otherwise be subject.

* Exclusive of the surtax of 7 per cent *ad valorem*.

NOTES ON FOREIGN TRADE.

Argentine Cheese Output and Imports.

(*Vice Consul Thomas B. Van Horn, Rosario, United States Commerce Reports.*)

The latest available statistics of the cheese industry of Argentina are for the year 1913, when the output of cheese totalled 12,543,025 pounds, of which 8,953,558 pounds were produced in the province of Buenos Aires. This province is, of course, the centre of the industry, although the provinces of Santa Fé and Cordoba are gaining in importance. Out of a total of 131 cheese-making establishments in 1913, the province of Buenos Aires is credited with 89, the province of Santa Fé with 20, and the province of Cordoba with 10.

In 1913 cheese was imported to the amount of 11,122,408 pounds, or nearly as much as was produced in the country, while 16,186 pounds were exported.

The Asociacion Nacional de Lecheria (National Dairy Association), with headquarters in Buenos Aires, which is active in encouraging the dairy industry, reports that while for the last 30 years cheese exports have not exceeded the 1913 figure annually, in 1916 they amounted to 506,232 pounds and in the first three months of 1917 alone reached 530,415 pounds. The statement is added that imports have fallen to one-fifth compared with 1913, and that prices obtained are almost double those paid before the war. Statistics referring to the different types exported are not available.

Railways in South Russia.

(*"Russia"*)

Three railroad projects in South Russia are being pushed forward in a fashion that will soon add to the importance of the Black Sea port of Kherson. The first of these, the line connecting Merefa to Kherson, has its road-bed already completed, and the rails will be laid as soon as they can be obtained. This line will stimulate the grain and ore trade of Kherson, and it is expected to be in full working order by the time peace opens the Black Sea to commerce.

The project for a railway line from Saratov, which has been approved by the Government, will enable goods from the Saratov district to reach Kherson by way of the Dnieper River, and will make a traffic route, of course, from Kherson to Saratov.

Progress is being made in the building of the Kherson and Djankoi line which will connect Kherson with the Crimean line to Kertch. This line is to be carried over the Dnieper on a bridge which the Government has sanctioned with the proviso that the bridge shall be high enough to avoid interference with river traffic.

Modification of Brazilian Consular Invoice Requirements.

(*Consul General A. L. M. Gottschalk, Rio de Janeiro, United States Commerce Reports.*)

A circular of the Brazilian Minister of Finance, dated May 19, 1917, materially modifies the stringent requirements regarding consular invoices prescribed by the budget law of 1917. As stated in *Commerce Reports* for March 12, 1917, it was provided in the budget law that invoices presented for consular certification after the sailing of the vessel carrying the shipment should be refused and even if certified double

duties should be collected. Numerous protests were made on the ground that the law was particularly severe in the present abnormal times when many other restrictions were being imposed upon foreign commerce. The present order, which is probably the result of these protests, permits the entry of the goods without the payment of double duties when the consular invoice bears a date prior to that of the arrival of the vessel at the Brazilian port of destination. The new order also provides that no penalty shall be imposed on account of differences between the quantities or amounts stated in the consular invoice and those actually found upon inspection, provided the discrepancy does not tend to diminish the amount of duty payable. Where a larger quantity is found than is shown on the consular invoice, however, double duties will be levied upon the difference. The requirement that packages be numbered consecutively had already been suspended, but where possible consecutive numbering should be used, and in no case should a number be repeated.

Amalgamation in the Japanese Cotton Industry.

(*British Board of Trade Journal*).

The British Commercial Attaché at Yokohama (Mr. E. F. Crowe, C.M.G.) writes, under date June 1, drawing attention to schemes which are being devised for the amalgamation on a large scale of the various cotton spinning interests in Japan, with a view to consolidating the position of the cotton textile industry in that country and enabling the mills to retain their hold on foreign markets against the competition of British, American and German goods which will no doubt supervene at the close of the war.

According to a recent issue of the *Japan Advertiser*, most cotton spinners in Japan have recently made immense profits owing to the extraordinary boom in the cotton yarn and cotton textile markets. A firmer footing has been gained in many oriental countries which were considered to be the permanent markets of British or German spinners. It is felt, however, that this is only an abnormal condition brought about by the war, and that, in order to meet competition after the war, it is necessary not only to raise the standard of Japanese goods, but also to improve the financial position of the industry by the formation of a combine. Not only spinning mills, but weaving, printing, bleaching and dyeing mills will be included in the combination. The *Japan Advertiser* goes on to give instances of amalgamations of large spinning companies which have already been, or are in process of being, effected; one such amalgamation, it is said, will have a total of 540,000 spindles in operation. Eventually, it is expected, Japan's cotton mills will be concentrated into five large interests, although, naturally, there may remain a few mills operated by independent capitalists.

Mr. Crowe adds that the cotton industry is by far the best organized industry in Japan, and that the amalgamation of these large concerns will certainly tend to reduce expenses and obviate needless competition.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending Aug. 10, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	324,381	377,781	18,396		720,558
Consolidated Elevator Co.	226,401	140,837	15,593	52,359	435,190
Empire Elevator Co.	164,432	215,556	13,672	125,083	518,743
Ogilvie Flour Mills Co.	413,127	79,942	13,034		506,904
Western Terminal Elevator Co.	104,324	176,417	7,482	125,244	413,467
G.T. Pacific	332,274	389,445	21,279	43,833	786,931
Grain Growers' Grain Co.	320,072	392,980	17,957		731,009
Fort William Elevator Co.	15,109	94,176	4,066	57,443	170,794
Eastern Terminal Elevator Co.	161,688	219,555	8,786		390,029
Port Arthur—					
Port Arthur Elevator Co.	780,008	1,003,660	131,991	59,527	1,975,276
D. Horn & Co.	141,477	119,183	11,724	56,199	328,493
Dominion Government Elevator	474,188	662,131	46,220	91,233	1,273,772
Thunder Bay Elevator Co.	240,493	186,104	22,340	29,474	478,416
Total Terminal Elevators	3,698,069	4,057,768	333,440	640,305	8,729,582
Saskatoon Dom. Govt. Elevator	85,212	72,480	4,018	8,751	170,461
Moosejaw Dom. Govt. Elevator	217,673	33,540	1,962		253,175
Calgary Dom. Govt. Elevator	16,295	21,135	1,305	516	39,251
Vancouver Dom. Govt. Elevator					
Total Interior Terminal Elevators	319,180	127,155	7,285	9,267	462,887
Depot Harbour	198,714				198,714
Midland—					
Aberdeen Elevator Co.	61,815				61,815
Midland Elevator Co.	89,351	740,840			830,191
Tiffin, G.T.P.	5,000	409,478			414,478
Port McNicol	431,803	1,660,562	3,945		2,096,310
Collingwood		33,555			33,555
Goderich	253,087	284,546	1,000		538,633
Western Canada Flour Mills Co.	169,335				169,335
Kingston—					
Montreal Transportation Co.	185,449	81,175			266,624
Commercial Elevator Co.	15,087	77,100			92,187
Port Colborne	962,969	276,778			1,239,747
Prescott					
Montreal—					
Harbour Commissioners No. 1	699,820	1,691,298	129,745		2,520,863
" " No. 2	799,020	740,777	14,446		1,554,243
Montreal Warehousing Co.	578,181	1,011,458	82,684		1,672,323
Quebec Harbour Commissioners	1,855	47,914			49,769
West St. John, N.B.			6,252		6,252
Halifax, N.S.	219,725				219,725
Total Public Elevators	4,671,211	7,055,481	238,072		11,964,764
Total quantity in store	8,688,460	11,240,404	578,797	649,572	21,157,233

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended August 10, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.
Wheat—Grades				
No. 2 Hard			48,396	48,396
No. 1 Hard	4,754			4,754
No. 1 Northern	254,869	14,449	746,684	1,016,002
No. 2 "	620,847	46,057	1,152,586	1,819,490
No. 3 "	518,706	88,202	1,171,377	1,778,285
No. 4 Wheat	458,839	24,502	625,463	1,108,804
No. 5 "		7,285	280,367	287,652
No. 6 "		8,346	88,148	96,494
Other	1,840,054	130,339	558,190	2,528,583
Totals.....	3,698,069	319,180	4,671,211	8,688,460
Oats—Grades				
No. 1 C. W.	15,617		73	15,690
No. 2 "	1,420,479	28,159	3,020,675	4,469,313
No. 3 "	370,365	12,100	759,517	1,141,982
Ex. No. 1 Feed	781,508	18,429	1,350,426	2,150,363
No. 1 Feed		6,842	785,670	792,512
No. 2 "		7,334	169,604	116,938
Other	1,469,799	54,291	1,029,516	2,553,606
Totals.....	4,057,768	127,155	7,055,481	11,240,404
Barley—Grades				
No. 3 extra C. W.				
No. 3 C. W.	89,249	1,465	150,026	240,740
No. 4 "	151,461	2,530	76,856	230,847
Feed	20,364	898	2,942	24,204
Rejected	26,341		2,567	28,908
Other	46,025	2,392	5,681	54,098
Totals.....	333,440	7,285	238,072	578,797
Flax—Grades				
No. 1 Northwestern Canada	358,195	608		358,803
No. 2 C. W.	191,127	3,757		194,884
No. 3 "	56,434	3,946		60,380
Rejected		403		403
Other	34,549	553		35,102
Totals	640,305	9,267		649,572
Corn				
Total quantity in store.....	8,729,582	462,887	11,964,764	21,157,233

Quantity of United States Wheat, Oats, Rye and Corn in store at the following Public Elevators in the East, for the week ending August 10, 1917.

	Wheat.	Oats.	Rye.	Corn.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Depot Harbour					—
Aberdeen Elevator Co.				37,296	37,296
Midland Elevator Co.					—
Tiffin, G. T. P.					—
Harbour Commissioners No. 1			29,186	1,812	30,998
" " 2					—
Total, United States Grain			29,186	39,108	68,294

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East, on August 10, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>August 10, 1917.</i>			
Terminal Elevators.....	3,698,069	5,031,513	8,729,582
Interior Terminals.....	319,180	143,707	462,887
Public Elevators in the East.....	4,671,211	7,293,553	11,964,764
Total.....	8,688,460	12,468,773	21,157,233
<i>August 11, 1916.</i>			
Terminal Elevators.....	11,225,176	8,809,646	20,034,822
Interior Terminals.....	510,934	114,391	625,325
Public Elevators in the East.....	7,217,110	4,494,570	11,711,680
Total.....	18,953,220	13,418,607	32,371,827
<i>August 12, 1915.</i>			
Terminal Elevators.....	616,606	1,724,133	2,340,739
Interior Terminals.....	24,270	53,906	78,176
Public Elevators in the East.....	1,085,289	1,000,024	2,085,313
Total.....	1,726,165	2,778,063	4,504,228
<i>August 13, 1914.</i>			
Terminal Elevators.....	1,729,972	2,896,267	4,626,239
Public Elevators in the East.....	3,217,960	1,817,910	5,035,870
Total.....	4,947,932	4,714,177	9,662,109

TRADE INQUIRIES.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1160. **Ebonite or vulcanite.**—A Birmingham firm is open to purchase ebonite (vulcanite) in rods and tubes, 3 foot lengths. Also sheets 48-inch by 20-inch and 24-inch by 20-inch.

1161. **Asbestos manufactures.**—A Birmingham firm wishes to be put in touch with manufacturers of asbestos goods.

1162. **Rubber bath plugs.**—A Birmingham firm inquires for manufacturers of rubber bath plugs.

1163. **Sheet asbestos.**—A Birmingham firm inquires for quotations and samples of sheet asbestos.

1164. **Millboard.**—A Birmingham firm would like to hear from manufacturers of millboard.

1165. **Leather.**—A Leicester firm is open to represent manufacturers of sole and upper leather, chrome leather and lining leathers.

1166. **Boot linings.**—A Leicester firm is open to represent a manufacturer of boot linings.

1167. **Press buttons and glove fasteners.**—A Leicester firm is open to represent a manufacturer of press buttons and glove fasteners.

1168. **Lumber.**—A Leicester firm is open to purchase Quebec birch in logs, Quebec and New Brunswick spruce deals; also Quebec yellow pine deals.

1169. **Doors.**—A Leicester firm would like to receive quotations on doors, with full particulars.

1170. **Wheelbarrows.**—A Leicester firm is open to purchase wheelbarrows and asks for quotations and catalogues.

1171. **Knitting machinery.**—A Leicester firm would like to receive catalogues from any manufacturers of up-to-date knitting machines.

1172. **Machinery.**—A Leicester firm wishes to hear from manufacturers of brush-making machines and laundry machinery, with a view to representation.

1173. **Machine tools.**—A Leicester firm is open to represent a Canadian manufacturer of machine tools.

1174. **Confectionery.**—An energetic and reliable firm of indentors in Australia, hitherto representing a number of British manufacturers (now debarred from making export) is desirous of obtaining the agency for a leading firm of Canadian confectioners making superior goods. Samples and quotations f.o.b. steamer at shipping port are essential. In the first instance samples to come forward by parcel post. (For further information see pages 361-366.)

1175. **Mica and micanite.**—An Australian firm interested in the importation of machinery and factory plants is desirous of receiving samples and quotations of mica and micanite as per particulars appearing in report from Canadian Commercial Agent at Sydney in this issue. (See page 368.)

1176. **Hardware.**—A mercantile house that has been established in Montserrat, B.W.I., for forty-eight years wishes to make connections with Canadian firms in the hardware trade, and would like to receive catalogues and prices. They are also interested in dry goods, groceries, canned goods, fish, flour and lumber. They are willing either to buy direct or act as commission merchants.

1177. **Agricultural machinery.**—A Port Elizabeth firm specializing in agricultural machinery make inquiry for leveller and grader similar to machine illustrated on page 381. Catalogues and price lists requested at once.

1178. **Graphite.**—A firm of Liverpool paint manufacturers who import large quantities of high-grade powdered graphite, inquire for a Canadian source of supply. Must be free from grit and 80 per cent carbon. Samples and analysis should accompany communications.

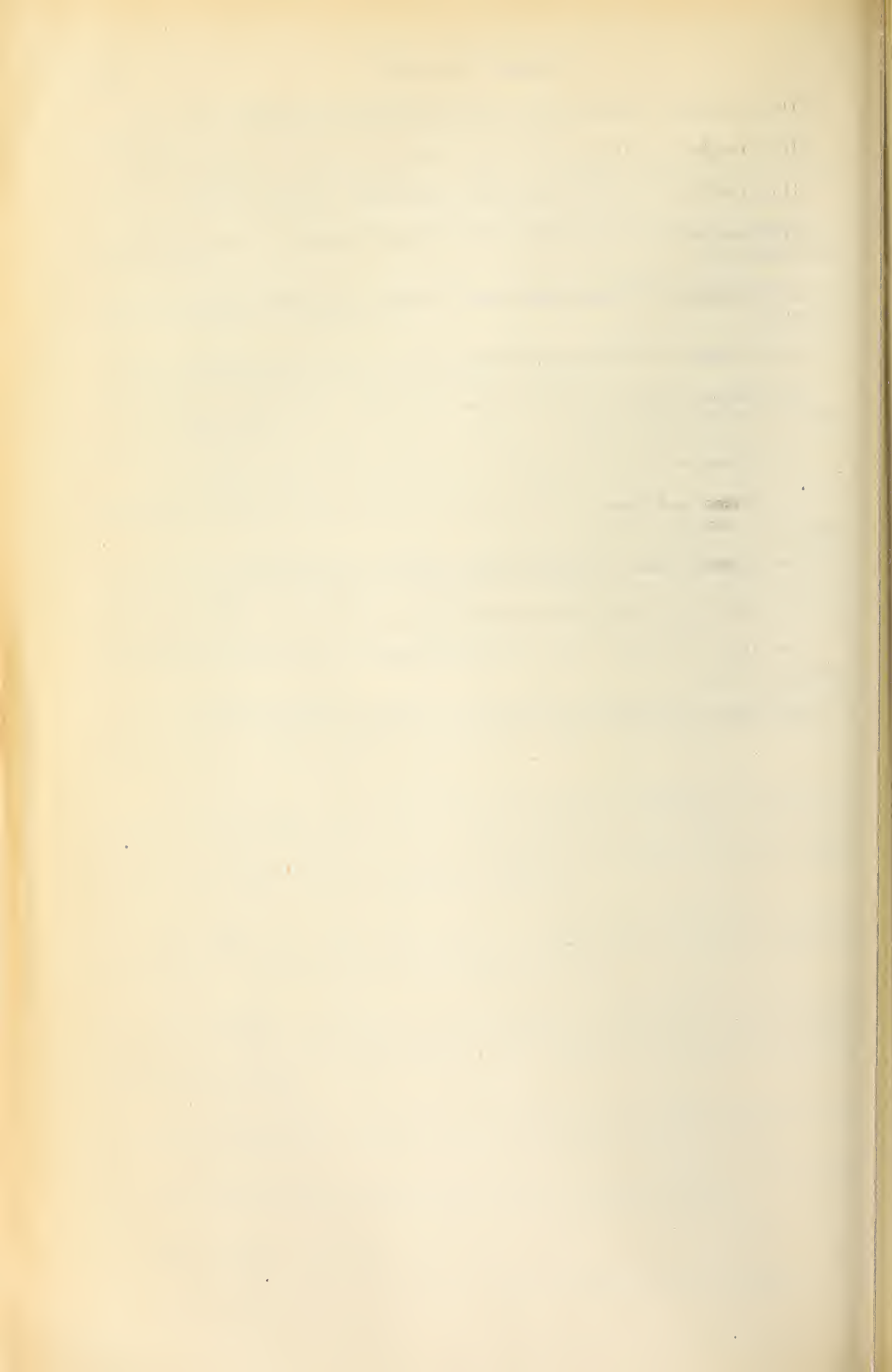
1179. **Dried apples.**—A Liverpool firm offer to act as shippers' agents for the sale of dried apples on a commission basis. Satisfactory advances arranged.

1180. **Dried fruits.**—A Liverpool firm offer to act as shippers' agents for the sale of evaporated apples and other dried fruits on a brokerage basis.

1181. **Cheese.**—A Leicester firm wishes to receive quotations on cheese.

1182. **Leather.**—A Leicester firm is open to purchase Canadian leather.

1183. **Leather.**—A Leicester firm asks for quotations on leather.
1184. **Leather.**—A Leicester firm would like to hear from exporters of leather.
1185. **Leather.**—A Leicester firm would like to buy Canadian leather.
1186. **Leather.**—A Leicester firm would import Canadian leather if quotations are satisfactory.
1187. **Leather.**—A Leicester firm asks to be put in touch with Canadian exporters of leather.
1188. **Leather.**—A Leicester firm inquires for quotations on Canadian leather.
1189. **Machine tools.**—A Leicester firm would like to hear from manufacturers of all kinds of machine tools.
1190. **Clover seed.**—A Leicester firm is open to purchase clover seed.
1191. **Hemp and twine.**—A Leicester firm would like to hear from Canadian exporters of hemp and twine.
1192. **Canned fruits.**—A Leicester firm inquires for quotations.
1193. **Oils.**—A Leicester firm is open to purchase all kinds of lubricating oils.
1194. **Oils.**—A Leicester firm would like to hear from exporters of all kinds of lubricating oils.
1195. **Oils.**—A Leicester firm inquires for quotations on lubricating oils.



PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
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 2. With Germany.
 3. With United Kingdom.
 4. With United States.
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(Except France, Germany, United Kingdom and United States.)
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Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

- (*Circulated within Canada only.*)
- Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

- *Canada Year-Book. (*Price, \$1.00.*)
- *Census Returns. (*Price of volumes vary.*)
- *Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, Lonja del Comercio. Apartado 1290, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, care of H. B. M. Consul, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nasseau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bagota, British Consul General.

Ecuador:

Quitto, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostok, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

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Commercial Intelligence Journal

VOL. XVII.



No. 709.

WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, AUGUST 27, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, August 27, 1917.

No. 709

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. Harrison Watson.*)

LONDON, July 11, 1917.

THE CONDITION AND PROSPECTS OF BRITISH CROPS.

Owing to the vital importance of the production of foodstuffs and the whole-hearted support which is being lent to the movement by thousands of amateur cultivators the progress of the principal crops is being eagerly followed.

Consequently the publication by the London *Times* of the first of its annual series of special crop reports, which covers the position up to the 1st July, is attracting unusual attention. Although possibly lacking the special weight of an official Government report, the information has usually been very accurate, and the present is moreover the first general review commanding wide publicity.

Taking into consideration the various adverse influences which have been experienced, notably in the protracted period of bad weather, the outlook is about as satisfactory as could be anticipated, but cannot be described as either favourable or reassuring. At the same time the first of July is an early stage for many of the crops, and if future weather conditions are good it is possible that some at least of the yields may realize substantial improvement upon present indications.

The report summarizes the outstanding features of the season as follows:—

“The long and severe winter has much to answer for in respect to wheat, winter oats, and beans. The damage resulting from frost was almost without precedent, certainly in recent years, and the ploughing up of oats and beans that failed was a common proceeding in many countries, while it is reckoned that as much as a third of the wheat suffered a like fate in Northamptonshire and probably more in Dorset. Drought in May and June, some districts having had no rain from the middle of April till the last week in June, was the second great hindrance to production mentioned by correspondents in all the eastern and southern countries and also in parts of the Midlands and on the eastern seaboard of Scotland. In the matter of early summer rains Wales, and the English counties bordering on the principality, with Cornwall and Devon, have been particularly fortunate, as is reflected in the abundance and health of the crops.

“There is a third factor—a very important one—mentioned by several correspondents as responsible for poor fields of spring corn specially. The scarcity of labour and the consequent deficient tillage have told on the condition of the spring cereals and have also restricted the recovery of the winter corn that survived the frosts. In many reports, notably from Kent, Sussex and Oxford, emphasis is laid on the difference between the appearance of the crops on land well farmed and on that less efficient prepared. The fact need not be disguised that this point is raised with the object of impressing on the authorities the futility of putting more land under cultivation until farmers are provided with men and appliances sufficient for

what is already in tillage. It is no new theory that land in a bad state of cultivation is much more sensitive to adverse atmospheric influences than that thoroughly tilled, the latter being less liable to waterlogging in winter and conserving moisture against probable shortage in summer."

The actual position of the principal crops is illustrated by the following table, and except in the case of barley and potatoes is considerably inferior to the average July position during the past ten years, although the condition of roots is about normal and likely to improve.

July—	Wheat.	Barley.	Oats.	Beans.	Potatoes.	Swedes and Turnips.
1912..	89.63	90.0	82.2	87.0	93.2	93.2
1913..	89.2	83.3	81.0	88.0	88.0	78.75
1914..	95.1	90.2	86.0	94.0	88.7	84.2
1915..	91.7	80.6	78.6	84.5	87.0	Deferred.
1916..	87.4	88.6	86.0	94.0	89.7	87.2
1917..	85.8	86.8	82.8	68.5	96.2	85.5
Average, 1907-16. . .	91.24	87.96	85.07	90.54	90.9	86.9

"The principal features of the most important crops are briefly:—

Wheat.—The prospects for the wheat harvest is not encouraging in comparison with past records of the country, and it is clear that the harvest will impose the strictest economy in its use if it is to feed the nation for the brief allotted period of normal times.

There is reason to fear that the gross production will be considerably short of the average, because a light yield coincides with the reduction in the area sown which has been further curtailed by the failure of a considerable proportion of the winter seeding.

The winter wheat is generally described as thin on the ground. The crop is, however, healthy and the recent rains should improve the yield of grain though straw will be short.

Barley.—Barley is regarded as likely to be the best crop of the year.

Its health is good and important benefit is expected from the late June rains.

Oats.—Reports received state great variations of the oat crop in different parts of the country.

Winter oats suffered badly from frost, and in many districts had to be ploughed up.

Spring oats suffered severely from pests. This is a crop however about which it is premature to speak definitely, because the position may be greatly bettered by favourable weather. There is, however, likely to be a general shortage of straw which will affect both the supplies of fodder next winter and the amount of manure for following crops.

Beans and peas.—The bean is the principal failure of the year.

Winter beans of even moderate growth are few and far between, and peas are very uneven.

Potatoes.—Although there is still a large way to go before the result is assured, the present prospect is extremely favourable and at present there is a likelihood of a heavy yield.

This is a crop which has received special attention in the kitchen garden and allotments so that the yield if the outlook is maintained should be a large one.

Root crops.—Mangolds are the most promising, while swedes and turnips are very uneven owing to the prevailing of droughts and weeds.

All have, however, been benefited by the rains at the end of June and conditions since then should have been equally favourable.

Hay and grass.—As a considerable proportion of the hay has already been made there is no promise of the yield equaling last year's prolific crop, and heavy rains which have been experienced in the first ten days of July may have created damage in some instances.

The position in comparison with last year is:—

	Hay.	Grass.
July 1, 1917... ..	86.9	86.6
" 1, 1916.. ..	97.7	97.9

Hops.—The outlook for hops generally is good and plantations so far are unusually free from insect pests.

The average figure of condition on July 1 was about 92, but the compulsory reduction of acreage by one-half must be borne in mind.

The issue July 12 of the regular monthly report of the Board of Agriculture and Fisheries which also deals with the crop position on July 1, is interesting for purposes of comparison with the views expressed by the correspondents of the *Times*, and also as supplementing the earlier review with information in other directions.

The Government crop reports express practically the same view about the condition of each crop dealt with, but their estimates of probable yields appear to be more favourable although it is uncertain that the basis upon which the figures are arrived at is the same.

Summarizing the returns, and expressing an average crop by 100, the condition of the crops on the 1st July indicated probable yields per acre which may be denoted by the following percentages:—

Wheat, 94; barley, 98; oats, 93; beans, 88; peas, 94; potatoes, 103; mangolds, 101; seeds' hay, 97; meadow hay, 95; hops, 102.

It is stated that the prospects, especially of orchards, are not so favourable as a month ago owing to attacks by caterpillars, although over-average crops of apples, plums, pears and cherries are still anticipated.

Raspberries, currants and gooseberries also promise large crops, which latter statement it may be remarked is already being realized.

Labour is everywhere deficient but the shortage has to some extent been met by the employment of women and soldiers in those districts where they have not been withdrawn.

In conclusion it should be said that the weather for the first twelve days of July while somewhat cool and variable has, upon the whole, been fine and favourable.

GREAT BRITAIN.

REPORT OF ACTING TRADE COMMISSIONER.

(*Mr. J. Forsyth Smith.*)

GLASGOW, July 10, 1917.

GLASGOW QUARTERLY TIMBER REPORT.

In their quarterly timber report, dated July 3, a large firm of Glasgow timber importers say:—

The difficulties which members of the timber trade have had to face for some time in carrying on business culminated recently in the commandeering of the bulk of the stock of softwoods in the country. Further, no wood of any description can now be imported unless a license is obtained from the controller. The consumption of timber is now entirely limited to war requirements.

Ash.—There are no stocks in first hands. Quotations are from 8s. to 8s. 6d. per cubic foot for first-class logs, and from 7s. to 10s. per cubic foot for boards and planks, according to quality and specification.

Birch.—The demand for logs and planks is still good and stocks are very light.

Quebec yellow pine deals, etc.—The turnover is confined to second-hand parcels as first-hand stocks are practically exhausted. Quotations are as follows: Firsts, boards 6s. 10d. to 7s. 3d.; regulars, 6s. 1d. to 6s. 4d.; undersized, 4s. 9d. to 5s. Second, boards and regulars, 5s. 2d. to 5s. 9d.; undersized, 4s. 3d. to 4s. 6d. Thirds, boards and regulars, 4s. 5d. to 4s. 9d.; undersized, 4s. to 4s. 2d. Fourths, boards and regulars, 4s. 1d. to 4s. 4d.; undersized, 3s. 10d. to 3s. 11d. Good sidings, 6s. to 7s. All per cubic foot according to quality and specification.

Quebec spruce deals.—Stored stocks in merchants' hands are rapidly diminishing. Nominal quotations are: 9 inches and up, 4s. to 4s. 6d.; 8 inches and under, 3s. 7d. to 3s. 10½d. All per cubic foot.

Lower port pine and spruce.—The stock is being steadily reduced. Nominal quotations are: 9 inches and up, 3s. 11d. to 4s. 5d.; 8 inches and under, 3s. 6d. to 3s. 9d. All per cubic foot.

The following memorandum is given of stocks in the Clyde on the 30th June, 1916, and 30th June, 1917:—

Ash planks and boards.—1916, 8,860 cubic feet; 1917, 5,634 cubic feet.

Birch logs.—1916, 3,906 cubic feet; 1917, 3,966 cubic feet.

Birch and maple planks and boards.—1916, 68,251 cubic feet; 1917, 52,598 cubic feet.

Pine deals.—1916, 1st, 112 stds.; 2nd, 440 stds.; 3rd, 683 stds.; 4th, 166 stds. 1917, 1st, 92 stds.; 2nd, 192 stds.; 3rd, 331 stds.; 4th, 274 stds.

Quebec spruce deals and planks.—1916, 2,138 stds.; 1917, 2,223 stds.

Lower port spruce.—1916, 5,731 stds.; 1917, 6,646 stds.

Lower port pine.—1916, 31 stds.; 1917, 160 stds.

Maple flooring.—1916, 1,006 cubic feet; 1917, nil.

Quebec elm.—1916, 41,851 cubic feet; 1917, 26,775 cubic feet.

Oregon pine.—1916, 29,971 cubic feet; 1917, 100,803 cubic feet.

Total log timber, including American and others not specified above.—1916, 14,069 loads; 1917, 19,421 loads.

Total deal planks and boards, including American and others not specified above.—1916, 12,581 stds.; 1917, 13,966 stds.

BRITISH WEST INDIES.

REPORT OF TRADE COMMISSIONER.

(*Mr. E. H. S. Flood.*)

BARBADOS, July 2, 1917.

— TRADE OF DOMINICA, 1916.

The *Official Gazette* of Dominica, in a recent issue, contained a statement of the imports and exports of that colony for the year 1916. The country of origin is not given for the items, but there is a summarized statement of the trade with the principal countries. The total trade for the year amounted to £420,498, and was about the same in value as in 1915. The imports valued £208,197, and the exports, £212,301. A falling-off took place in both imports and exports from the United

Kingdom, and a corresponding gain was made by the United States. The trade with Canada valued £37,910, and was practically the same as in 1915. The imports increased a little, and the exports fell off. Before the Preferential Agreement went into effect, nearly all the flour was imported from the United States, and though the figure is not given in the statistics, it is safe to assume that at least three-quarters is now imported from Canada. Last year there was an increase of about 2,000 barrels imported, of a value of over £4,000. Of dried fish there was about the same quantity imported as in 1915, but a rather less quantity of pickled fish. The total value of fish, however, imported was higher. The total trade of Dominica has increased £150,000 in the last decade.

NOTES ON THE IMPORTS AND EXPORTS.

Among the imports the following articles are noted as showing a decrease: drinks, apparel, cotton and woollen goods, haberdashery, fancy goods, bread and biscuits, butter, corn, peas, lime and cement, manures, lumber and shingles, carriages and carts, cordage and twine, and hardware. Those showing increases were boots and shoes, brooms and brushes, earthenware, electrical apparatus, rice, oats, jewellery and silver-plate, leather and saddlery, matches, paints and varnish, perfumery and toilet articles, soap, shooks, manufactures of wood, stationery and wrapping paper, oleo, cheese, drugs and chemicals.

In the exports of the produce of the colony the decreases were in bay leaves, cocoa, bananas, cocoanuts, oranges, limes, and limes pickled, while increases occurred in citrate of lime, lime-juice raw, lime-juice concentrated, bay oil, lime oil, and orange oil.

The following tables will show the value of the imports and exports, together with the quantity where possible:—

Imports.

Articles.	Quantity.	Value.
Alcoholic liquors and aerated waters.. . . .		£ 5,205
Animals—horses, asses, etc..		2,104
Apparel.. . . .		1,833
Boots and shoes.. . . .		5,563
Books, and printed matter.. . . .		717
Brooms and brushes.. . . .		153
Carriages and carts, and parts thereof.. . . .		415
Clocks and watches.. . . .		114
Coal and patent fuel.. . . . tons.	244	655
Cordage and twine.. . . .		798
Cottons, woollens, and unmade fabrics of all kinds.. . . .		10,774
Drugs, chemicals, and surgical instruments.. . . .		2,611
Earthenware and glassware.. . . .		1,201
Electrical apparatus.. . . .		119
Fancy goods.. . . .		208
Grain—Corn, oats, peas, beans, and barley... bush.	5,311	1,351
“ Rice.. . . . lb.	399,280	2,996
Haberdashery and millinery.. . . .		10,282
Hardware.. . . .		7,325
Hats.. . . .		1,600
Hemp manufactures.. . . .		371
India-rubber and gutta-percha goods.. . . .		136
Jewellery and silver plate.. . . .		543
Leather and saddlery.. . . .		945
Lime and cement.. . . . brl.	4,489	1,325
Machinery for the manufacture of produce.. . . .		3,220
Manures.. . . .		3,113
Matches.. . . . gross.	6,048	838
Milk (condensed).. . . . lb.	20,775	376
Musical instruments.. . . .		301
Motor cars and parts.. . . .		707
Naval stores (including boats, etc.).. . . .		197
Oilmeal, of cotton seed and linseed and other animal foods.. . . .		726
Packages, empty.. . . .		4,323
Paint, and varnish.. . . .		619
Perfumery, and toilet articles.. . . .		682

Imports.—Continued.

Articles.	Quantity.	Value.
Provisions, groceries, etc.—		
Bread and biscuits.. lb.	13,713	£ 709
Beef..“	23,150	509
Butter..“	33,141	1,506
Cheese..“	13,642	621
Cocoa (prepared) and chocolate..“	668	50
Coffee..“	7,074	158
Fish, canned.. . . . .“	.....	230
“ dried.. cwt.	4,710	7,572
“ pickled.. brl.	453	530
Flour, wheaten..“	17,318	23,914
Fruit and vegetables, fresh.. . . . .“	.....	1,017
“ “ preserved.. lb.	8,191	242
Groceries, unenumerated, and confectionery.. . . . .	.....	1,298
Molasses.. gal.	6,739	325
Sugar, refined.. lb.	481,718	5,357
“ muscovado..“	487,725	4,161
Tea..“	2,057	138
Hams, bacon, tongues and sausages..“	20,604	1,005
Meats, canned.. . . . .“	.....	264
Lard.. lb.	59,798	1,665
Meal (corn and oat) and rye flour.. brl.	857	818
Oleomargarine.. lb.	112,112	2,468
Pork..“	88,921	1,519
Starches..“	20,481	130
Salt.. brl.	1,822	204
Stationery and wrapping paper.. . . . .	.....	3,622
Candles.. lb.	24,149	711
Oils, kerosene.. cases.	5,800	1,338
“ other kinds.. gal.	125,034	14,444
Soap.. lb.	214,928	2,325
Tobacco, including cigars and cigarettes..“	47,592	3,649
Umbrellas.. . . . .“	.....	283
Wood, pitch pine.. feet.	308,471	2,498
“ white pine and spruce..“	176,573	1,198
Shingles, cypress and wallaba.. No.	117,006	117
Shooks and knocked-down packages.. . . . .	.....	3,066
Manufactures of wood.. . . . .	.....	1,463
Goods unenumerated, including coin and bullion.. . . . .	.....	13,295
Percentages added in accordance with the recommendations of the Customs Statistical Committee of 1891.. . . . .	.....	29,352
Total .. . . . .	.....	<u>£208,197</u>

Exports of Local Produce.

Articles.	Quantity.	Value.
Bay leaves.. cwt.	379	£ 359
Citrate of lime..“	2,956	9,244
Cacao..“	5,707	17,151
Bananas.. bunches.	805	40
Cocanuts.. No.	408,007	1,275
Limes.. brl.	38,916	47,852
Mangoes.. . . . .“	.....	96
Oranges.. brl.	763	572
Limes (pickled)..“	415	415
Lime juice, raw.. gal.	574,109	50,452
“ concentrated..“	152,603	44,379
“ cordial..“	5,000	772
Oils, essential, viz.—		
Bay.. gal.	296	1,149
Lime, distilled..“	5,504	16,803
“ ecuelled..“	680	2,435
Orange..“	143	275

SOUTH AFRICA.

FROM REPORT OF TRADE COMMISSIONER.

(Mr. W. J. Egan.)

CAPE TOWN, S.A., May 11, 1917.

CANADA'S IRON AND STEEL TRADE WITH SOUTH AFRICA—PART III.

(For Part I see Weekly Bulletin No. 707 and for Part II No. 708.)

Electrical Material Fittings and Posts—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.
1913.. . . .	\$1,295,000	\$ 320	\$143,000	\$750,000	\$315,000	\$ 14,000
1915.. . . .	866,000	1,500	174,000	591,000	12,200	52,200
1916.. . . .	1,452,500	5,775	298,000	974,800	1,800	106,000

Increase in cost accounts for the big increase over 1915 more than quantity. The imports from Holland would indicate a wonderful effort for supply through that country, as pre-war her average exports from 1910 to 1913 averaged only \$8,500 annually; in 1914 the exports of this class increased over 1913 by only \$1,500 and then in 1915 to \$52,200, and this was more than doubled in 1916, reaching a total of \$106,000. Canada made good headway on such articles as switches and tumblers. Japan in the same class of goods made big strides, and while the early shipments in 1916 did not give good satisfaction, the Japanese are now shipping more closely up to sample and have booked big orders for 1917 delivery. This is about the only line in this particular review on which Japan is making a real effort. They have, however, in other lines of export increased their trade, particulars of which will be submitted in other reports.

Other countries supplying this market in their goods are Belgium, France, Sweden, Austria-Hungary, Denmark and Italy.

The South African Government stores' imports under this heading for 1916 was to a value of \$69,500, of which \$63,500 is credited to the United Kingdom and \$3,400 to the United States.

Posts in this heading do not refer to wooden posts.

Electrical Material, Cable and Wire—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.
1913.. . . .	\$1,225,000	.....	\$24,000	\$ 832,000	\$340,000	—
1915.. . . .	531,000	\$30	38,500	106,800	1,200	\$ 1,400
1916.. . . .	1,157,000	90	22,800	1,112,000	780	15,150

There have been many demands for supply of electric cable and wire from Canada and so far with little result. Some Canadian manufacturers have been supplied with complete details, but it would seem that for the present no further effort can be made for export. The standard for electrical wiring is British. At the moment the post office is making demand for supply from Canada in connection with their telephone and telegraph systems. In normal times, from 1910 to 1914 inclusive, the South African Government stores' imports were to a value of \$309,000 annually, and the 1916 imports are to a value of \$105,600.

If there is a possible chance of supply from Canada, the present conditions of restricted supply from regular sources should be taken advantage of.

Telephone and Telegraphic Material—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Sweden.
1913.. . . .	\$85,000	.....	\$6,400	\$46,800	\$5,400	\$13,000
1915.. . . .	54,000	.....	5,300	39,700	520	7,200
1916.. . . .	53,000	.....	1,725	38,500	.....	11,700

South African Government Imports of Telephone and Telegraphic Material.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Sweden.
1913.. . . .	\$755,000	.....	\$2,800	\$590,000	.....	\$148,000
1915.. . . .	173,000	.....	8,100	142,900	.....	22,000
1916.. . . .	128,650	.....	190	101,500	.....	26,400

The reports in *Weekly Bulletin* from time to time have given full details regarding the above supplies.

The imports for South African Government store in connection with the Post Office Department which controls the telephone and telegraph systems, are always larger than the regular imports. Under anything like normal conditions the countries to compete with for this supply are the United Kingdom and Sweden.

** Rails, Light (and Accessories) for Industrial Purposes—Imports.*

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1915.. . . .	\$193,500	.....	\$ 99,800	\$ 65,500	\$ 27,800	\$625
1916.. . . .	485,700	\$3,100	374,500	105,300	2,900	—

* A new heading. The 1915 figures are for eleven months only.

The light rail for industrial purposes is in constant demand, and with new mining development and increased sugar plantations, it is sure to be bigger. Industrial rails are usually from 12 to 60-pound weight, the big selling lines are from 18 to 30 pounds. One firm alone which is prepared to take up agency in light rails, are prepared to guarantee sales of one thousand tons a month.

Most of the supply during the past year was a re-rolled rail from old rail material. Early in 1917 deliveries were being made in Johannesburg at \$47.25 per 2,000 pounds.

Rails, Railway—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1913.. . . .	\$377,000	.....	\$12,000	\$62,300	\$289,000	\$6,400
1915.. . . .	140,000	\$190	65,000	39,000	34,600	500
1916.. . . .	78,400	.....	56,400	19,200	347	—

The 1915 and 1916 figures of trade will be for regular railway work, that is, the heavier standard material rail and the 1913 figures include the light industrial rail which is now under a new heading as shown in the previous paragraph.

Rails, Railway—Imports (For South African Government Stores).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1913.. . . .	\$1,900,000	.....	\$1,000	\$1,898,000	.....	\$200
1915.. . . .	2,240,000	\$1,325,000	350	914,000	.....	—
1916.. . . .	444,700	331,300	.....	113,300	.....	—

When in a position to supply, Canadian rail manufacturers are assured their quotations will receive the closest attention. Owing to the new purchasing policy of the railways, the Canadian rail manufacturers should give their consideration towards arranging for representation in South Africa, as under coming conditions of normal supply, the fact that a firm tendering on any railway material are represented on the spot and in close touch with the Railway Board and general management, will be to their advantage.

Rails for Tramways—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$100,000	.....	\$20,100	\$11,700	\$67,000
1915..	34,500	.....	8,800	25,700	—
1916..	29,500	.....	21,500	7,900	—

Railway Materials—Imports (Not Rails, Sleepers, Locomotives, Cars or Trucks)

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1913..	\$172,000	.....	\$ 1,400	\$36,500	\$116,000	\$15,100
1915..	112,800	.....	36,100	64,200	12,000	160
1916..	28,700	.....	4,700	23,600	303	—

*Railway Material—Imports (Not Rails, Sleepers, Locomotives, Cars or Trucks)
South African Government Stores.*

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1913..	\$662,000	\$ 25	\$ 600	\$622,000	\$20,000	\$15,400
1915..	570,000	15,200	3,400	546,000	5,400	—
1916..	105,500	2,400	1,500	101,600	.....	—

Tip Trucks, Mining and Buckets—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1913..	\$303,000	.....	\$ 700	\$257,000	\$37,400	\$6,100
1915..	197,000	.....	3,400	189,990	3,600	—
1916..	327,600	.....	.....	315,900	12,300	—

Locomotives, Railway—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$285,000	.....	\$ 480	\$260,000	\$21,300
1915..	41,400	.....	2,900	38,500	—
1916..	54,200	.....	15,700	38,500	—

The 1913 figures are exceptional, the average of any one year other than 1913 is only about \$50,000.

Locomotives, Railway—Imports (South African Government Stores).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1912..	\$1,125,000	.....	\$23,000	\$1,099,500	.....	\$2,500
1913..	1,265,000	.....	24,000	1,224,000	\$17,000	—
1914..	3,650,000	.....	8,500	3,551,000	85,000	5,500
1915..	1,685,000	.....	51,000	1,634,000	.....	—
1916..	486,100	.....	76,700	409,300	.....	—

Cars, Railway—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1912..	\$156,000	.....	\$ 160	\$ 30,600	\$112,500	\$10,700
1913..	281,000	.....	2,750	154,600	121,000	1,000
1914..	160,000	.....	5,400	56,900	94,800	700
1915..	62,300	.....	19,000	37,700	4,100	—
1916..	78,800	.....	3,700	74,000	946	—

Cars, Railway—Imports (South African Railway Stores).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1912..	\$2,065,000	.....	\$1,500	\$2,047,000	.....	\$16,500
1913..	2,650,000	.....	500	2,647,000	.....	2,500
1914..	3,940,000	.....	500	3,939,500	.....	—
1915..	2,790,000	.....	1,000	2,789,000	.....	—
1916..	2,268,900	\$5,100	54	2,263,300	.....	—

Blue prints and other details have been supplied from time to time on all the above imports, but so far without much result. The possibility of Canada as a source of supply is, however, at all times possible, being submitted to the railway management. The South African Railway authorities are anxious to purchase from Canada, if possible, and it is hoped that with negotiations that are now being carried on some business will result in the near future.

Cars for Tramway—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$136,000	.....	\$55,900	\$ 74,000	\$3,600
1914..	102,000	.....	1,800	90,600	8,500
1915..	122,000	.....	19,600	102,000	400
1916..	61,490	.....	11,200	50,200	25

Tramway Material, all other N.O.D.—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1913..	\$80,900	.....	\$24,000	\$50,000	\$ 4,500	\$540
1914..	93,600	.....	23,700	58,800	10,500	480
1915..	30,000	.....	7,500	22,500	.....	—
1916..	19,800	.....	7,400	9,700	2,600	—

Canadian tram-car manufacturers have made inquiry *re* possibility, and particulars have been supplied. There should be a big demand for supply immediately after the war, and if Canada's tram-car manufacturers are not too busy meeting similar conditions in Canada, this should be a good field for them.

Traction Engines—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.
1913..	\$82,000	.....	\$27,300	\$54,400
1915..	24,200	.....	1,800	21,400
1916..	5,500	.....	1,700	3,800

Fire Engines and Appliances—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$93,500	.....	\$14,000	\$77,000	\$1,250
1915..	24,000	.....	10,100	13,900	—
1916..	26,600	\$1,275	15,125	19,600	—

Guns of One Barrel—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1913..	\$133,800	.....	\$ 8,700	\$91,000	\$25,400	\$6,200
1915..	9,700	\$160	3,500	5,250	330	185
1916..	14,700	473	10,160	3,670	.....	117

Imports of this article have been prohibited in most sections of South Africa during the past two years. Several dealers have, however, shown an interest in Canada as a source of supply for a special make, and inquiries have been submitted to the manufacturers.

Sewing Machines—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Sweden.
1913..	\$327,000	.....	\$17,700	\$200,000	\$157,500	—
1915..	294,000	\$360	20,200	262,000	2,400	\$1,200
1916..	364,200	166	50,900	98,400	205	1,900

For success in this line thorough organization is necessary. The hand machine at low and medium prices are the big sellers.

Tin and Tinware Manufactures—Imports (not Lanterns).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$208,000	.....	\$44,000	\$127,000	\$24,000
1915..	182,500	\$20	14,400	164,800	400
1916..	253,200	25	19,600	231,600	54

It is perhaps advisable to submit the tinware figures of import in this review as some Canadian manufacturers of iron and steel goods who are exporting to this country are also makers of tinware. The United States manufacturers of tinware usually control about 20 per cent of this trade.

Tanks and Vats—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	France.
1913..	\$ 72,500	.....	.....	\$52,000	\$950	—
1915..	56,000	.....	\$ 8,700	45,000	.....	\$1,550
1916..	132,800	.....	113,100	17,600	.....	3,000

Brass Manufactures N.O.D.—Imports (not Bar, Ingot, Rod, Plate and Sheet).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Japan.
1913..	\$140,000	.....	\$1,900	\$125,000	\$5,100	\$1,150
1915..	100,000	260	1,680	88,000	30	600
1916..	137,200	600	8,300	118,400	20	2,900

With the headway made in Canada during the past two years in brass manufactures, this is a line in which Canada should figure very largely after the war, or perhaps during the war, if the production reaches a maximum for local supply which will permit of export.

Some brass goods manufacturers are already represented, but are not making any effort, owing to factory conditions in Canada.

The total imports of brass bar, ingot and rod for 1913 were 194 cwts., valued at \$3,850, and in 1916, 1,056 cwts., valued at \$40,500. Plate and sheet imports were in 1913 to a value of \$9,500, and in 1916 they were \$13,500.

Substantial indeed has been Canada's progress in her iron and steel exports to South Africa. Leaving out tin plates, the total of imports on the articles reviewed in this report show in 1913 a total importation of \$42,000,000, and Canada's share of this trade was \$315,000; comparing the year 1913 with 1916, we find that under the same headings, South Africa's total imports have dropped to \$30,400,000, and Canada's share of the 1916 iron and steel trade is \$1,102,000, an increase over our best previous shipments of \$787,000. All of this increase may be credited to "*representation*" on the spot, for the reason that if all the goods ordered owing to war conditions had been shipped, the amount would easily have been doubled.

Canadian manufacturers of iron and steel goods who are not already active on this market should not allow the year 1917 to pass without making a real effort to come in and secure a fair share of this trade, to a limited extent at least during the war for deliveries, but in a thorough way for organization that will secure as much as possible after the war.

It is true that present conditions of extra business in many of the Canadian plants may prevent all possibility of immediate business, but surely the management must give an occasional thought to future trade.

Canadian engineering plants with their present experience will find South Africa one of the best propositions in the world. Irrigation schemes, mining expansion and industrial development in manufacturing and agricultural possibilities are very big indeed.

OPENING FOR ELECTRODES IN ITALY.

An opportunity for placing Canadian electrodes for electric furnaces on the Italian market is presented in Trade Inquiry No. 1212, appearing in the present number of the *Weekly Bulletin*. This inquiry has been forwarded by Mr. W. McL. Clarke, Trade Commissioner at Milan, who writes as follows:—

The scarcity of coal in Italy has given rise to the establishment of many foundries with electric furnaces, thus considerably increasing the demand for electrodes just at the moment when only a small quantity is available. Before the war the market was very small and those required were imported from Germany and the United States. A letter received at this office from a large and responsible foundry in Milan states that they require electrodes of the following dimensions: 90 m/m, 120 m/m, and 350 m/m. As regards the length the electrodes should be supplied just as long as possible. They also should be bored and fitted with screws at both extremities so that they can be joined together. It is further stated that at present there is only one factory making electrodes in Italy, two in France and one in Spain, all of which are turning out carbon electrodes, but these are now overwhelmed with work. An American company now also fully occupied has at times supplied graphite electrodes to Italy, which, although of a higher initial cost, seem more economical in practice, as they have a longer life and conduct the electric current in a more satisfactory manner and can be made of a smaller section.

The Italian firm in question therefore would like to hear from Canadian producers and so urgent is the need that cable quotations to the firm direct have been suggested. The following schedule of prices both now and before the war is herewith appended:—

PRICES OF ELECTRODES IN 1914, 1916, 1917.

Date of Requisition.	Sizes in M/M.	Country of Origin, Electocarbon, Narni, Italy.	Country of Origin, America.	Country of Origin, Barcelona, Spain.
1914.	90 x 1,300 (electrodes of carbon).	45 It. lire per 100 kgs. All free Milan.		
1916.	75 x 1,000 (trial order graphite electrodes).		\$27.50 per 100 kgs. f.o.b. New York, equal to: It. lire 250 per 100 kgs. All free Milan, including duty.	
1917.	90 x 1,300 (electrodes of carbon).	It. lire 120 per 100 kgs. Free Narni.		
1917.	350 x 1,500 (electrodes of carbon).	It. lire 130 per 100 kgs. Free Narni.		
1917.	120 x 1,200, 350 x 2000 (special electrodes of carbon).			Pesetas 230 per 100 kgs. f.o.b. Barcelona equal to: It. lire 404 per 100 kgs. All free Milan, including duty.
1917.	200 x 1,525 (electrodes of graphite).		\$25.44 f.o.b. New York.	

N.B.—1,000 kgs. = 1 Continental ton.
1,016 kgs. = 1 English ton of 2,240 pounds.
M/M = Millimeters.

Any Canadian houses interested would do well to communicate with the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, for further particulars, including the name and address of the Milanese inquirer. (Refer to Trade Inquiry No. 1212.)

CANADIAN BOOTS ASKED FOR BY THE MUNICIPALITY OF PETROGRAD, RUSSIA.

The Department of Trade and Commerce has received from Mr. C. F. Just, Canadian Government Trade Commissioner in Russia, samples of boots required by the municipality of Petrograd. The city of Petrograd has asked that inquiry be made regarding the prices at which such boots can be purchased in Canada. Full particulars can be obtained on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. Refer File No. 17699.

CRUDE OIL ENGINES WANTED IN SOUTH AFRICA.

Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, has forwarded the following particulars, specifications and illustrations of crude oil engines for which there is a demand in South Africa:—

There is a demand in South Africa for an engine which can be operated by unskilled labour and with fuel oil. Attention is directed to Trade Inquiry No. 1213 in this issue of the *Weekly Bulletin*.

The engine wanted is one that will save in operation expenses and without complicated parts which may be used by any power equipment users for farms, elevators, feed-mills, pumping stations and electric lighting.

Illustrations are submitted of an engine now on the South African market. It is claimed that this type of engine is only just out of the experimental stage and that improvement is necessary in the joint and packing of cylinder head so that in the event of the engine being taken down there can be no doubt about a good joint being made, thereby avoiding loss of compression, which is the vital feature of this engine. Ignition is caused by high compression, about 450 pounds to the square inch, thus raising the temperature in the cylinder head sufficiently to fire the charge of oil which is introduced automatically by the engine's own suction and not forced in against compression as in the case of Diesel engine. With this type of engine, all external means of ignition are dispensed with.

The value of an engine of this kind is shown in the fact that while the present price of petrol or gasoline is above 60 cents a gallon, a fuel oil is imported in bulk and distributed at £6 10s. per ton, or roughly 13 cents a gallon, and experience shows that the consumption per horse-power of crude oil is less than that of gasoline.

If there are any Canadian manufacturers of crude oil engines along the lines suggested, they will find a good market in South Africa in industrial and marine work, and a very big field for farm work. Tractor manufacturers will find that an engine of this kind will expedite the adoption of tractors.

For the further guidance of Canadian manufacturers the following specifications in detail are those submitted by the manufacturers of the engine illustrated:—

Type.—Horizontal, operating on the four-cycle principle.

Sizes.—2½, 4½, and 6 brake horse-power.

Governor.—Throttling, fly-ball type, assuring close speed regulation.

Ignition.—Automatic, by air compression.

Lubrication.—Mechanical force-feed oiler for the cylinder, sight-feed oiler for connecting rod bearing. Other bearings, compression grease cups.

Bearings.—Main bearings are die cast and interchangeable, extra large and heavy and lined with best high-speed quality babbitt metal, scraped and fitted. Set at an angle, the piston thrust is delivered at strongest part of bearing and strain is distributed equally throughout the main frame.

Crank case is completely inclosed. A removable hand plate gives easy access to working parts and protects them from dirt and grit; also prevents spattering of oil, etc.

Piston; rings.—The piston is extra long and accurately fitted; has five high-compression superior quality rings.

Crank shafts.—Liberal size, carbon steel, .30 to .40, $2\frac{1}{2}$ and $4\frac{1}{2}$ horse-power sizes, drop forged; 6 horse-power hammer forged.

Speed regulation.—By governor adjustment, but can be varied moderately by other means while engine is running.

Valves are of the poppet type, finely finished and perfectly seated. Exhaust valve and oil valve are operated by an eccentric (no cams), intake valve automatic.

Connecting rod.—I-beam type, open-hearth steel.

Testing.—Every engine is tested with a pony brake and must show overload capacity before it is passed. After it meets exacting requirements in the test room it is carefully inspected by experienced men, who correct any irregularity that may have been overlooked.

INDIVIDUAL DETAIL—SPECIFICATIONS.

Two and One-half Horse-power Engine.

Is more sturdily built than is usual in engines of this size. Cylinder bore is $4\frac{1}{8}$ inches, piston stroke 6 inches, crank shaft diameter 2 inches, and extended on one end for pulley $6\frac{1}{2}$ inches diameter, 4-inch face. Main bearings are 2 inches diameter by $3\frac{3}{4}$ inches long. Connecting rod bearing $2\frac{1}{8}$ inches diameter by $2\frac{1}{4}$ inches long. Fly-wheels 24 inches diameter by 2 $\frac{1}{4}$ -inch face. Overall dimensions, 26 inches by 42 inches. Normal speed, 500 revolutions per minute. Weight skidded, 645 pounds.

Four and One-half Horse-power Engine.

Here is an exceptionally well designed nicely balanced engine, every line of which spells power and dependability. Bore is 4 inches, stroke 7 inches. Crank shaft diameter $2\frac{1}{8}$ inches, extended on one end for 10 by 7-inch pulley. Main bearings are $2\frac{3}{8}$ inches diameter by $4\frac{1}{2}$ inches long. Connecting rod bearings $2\frac{1}{2}$ inches diameter by $2\frac{5}{8}$ inches long. Fly wheels, 28 inches diameter by $2\frac{3}{4}$ -inch face. Overall dimensions, 30 by 50 inches. Normal speed 455 R.P.M. Weight skidded, 940 pounds.

Six Horse-power Engine.

The "battleship" construction of this size qualifies it for heavy duty and exacting service even under adverse conditions. Note the specifications. Bore, $5\frac{3}{4}$ inches. Stroke, 8 inches. Crank shaft, $2\frac{3}{4}$ inches diameter extended on one end for 12-inch by 7-inch pulley. Main bearings are $2\frac{3}{4}$ by $5\frac{1}{4}$ inches. Connecting rod bearings, 3 by $3\frac{1}{4}$ inches. Fly wheels, 30 inches diameter by $3\frac{1}{2}$ -inch face. Overall dimensions, 36 by 60 inches. Normal speed, 440 R.P.M. Weight skidded, 1,450 pounds.

Engines of the farm type have a service oil tank mounted over the crank case and the oil from this flows by gravity through the pipe "D" to fuel valve as indicated

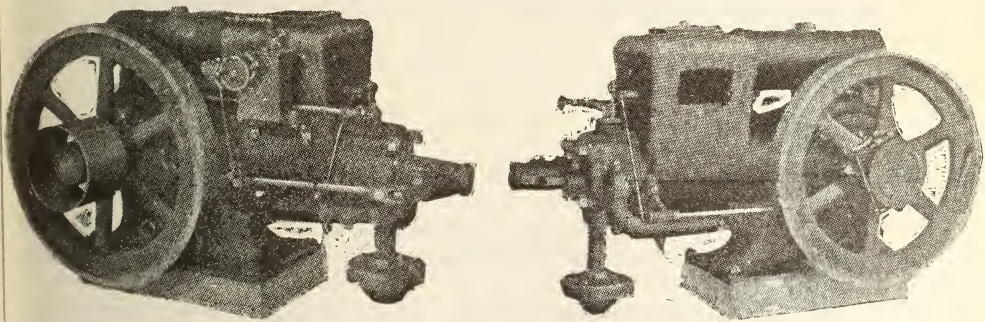
(2) As the oil enters the fuel cage from the pipe "D" it has to pass the needle valve "B" as indicated. This needle valve is lifted by the governor automatically as the speed of the engine decreases, and vice versa.

(3) After passing the needle valve "B" the oil passes on to the seat of the fuel valve "A" which opens on the suction stroke to let the required amount of oil into the fuel cup where it forms a light film over the bottom

(4) During the compression stroke of the piston the pure air in the cylinder is compressed into the small clearance around the fuel cup "C" and becomes very hot

(5) A little of this hot air enters the fuel cup through two small holes ("F") and forms a little vapor from the film of oil spread over the bottom of the fuel cup

(6) The heat of this compressed air in the cylinder and cup "C" is sufficient to explode this oil vapor in the cup and the force of this explosion forces the oil from the cup in a fine spray and as it reaches the hot air in the cylinder "E" it burns, expands and drives the piston on its power stroke



DRY GOODS TRADE OF BRITISH GUIANA.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. E. H. S. Flood.*)

BARBADOS, August 3, 1917.

In looking over the stock of dry goods shown in Georgetown, I was struck by the number of lines which now appear to be imported from the United States. I was informed somewhat in detail in regard to these lines, and found that prints, white cottons and shirtings were now largely stocked from that country, and that the manufacturers of the United States had greatly improved in quality in the last few years. Prints of 24 inches width, of excellent value, were shown, the wider prints (30 inches to 36 inches) still coming from England. Cottonades, denims and ducks also are being imported from the United States, and are said to suit the market and to be of good value. In boots and shoes, I was informed that the best lines were English, but that the cheaper lines were coming from the United States. Canada is now getting some of this trade, principally in rubber and rubber-soled shoes, of which there is a large import. Underwear: Singlets and undershirts, together with corsets, socks and stockings, which were nearly all formerly imported from Europe, are now coming in from the United States, the import from that country having about doubled since the war. Trunks: There is a fairly large sale for trunks of various kinds, and some wooden trunks are shown of Canadian manufacture. Table covering, towelling, collars and neckties were all pointed out, and the increase in imports from the United States referred to. However, there has been no change in some of the lines as in embroidery, laces, and haberdashery, a persistent effort has been made to introduce these latter lines of smallwear, but with only partial success. The success made by American firms is to a large extent due to the war, and yet some credit must be given to the enterprise of the firms themselves, who send their travellers monthly through British Guiana. A wholesale dry goods firm stated that no Canadian travellers in the wholesale dry goods ever call. Occasionally a Canadian traveller showing blouses and fancy lines, however, visits the colony.

GRANITE BLOCKS FOR STREET PAVING WANTED IN CUBA.

Mr. J. C. Manzer, Acting Canadian Trade Commissioner, Havana, Cuba, has sent the following particulars regarding an opening in Cuba for granite blocks to be used for street paving:—

The demand in Cuba for granite blocks for street paving is very great, and as there is no stone in Cuba of sufficient durability to withstand the heavy street traffic all of the stone for this work has to be imported. The principal sources of supply are Norway, Sweden and the British isles but on account of the great increase in freight rates for the last three years the receipts from these countries have fallen off very greatly.

As there are immense quantities of granite in many parts of Eastern Canada, it is possible that Canada might secure a share of this business. In many parts of New Brunswick, Nova Scotia and Quebec large deposits of granite lie close to navig-

able rivers, and this could be cut in blocks and loaded on schooners at small cost and from thence could be carried direct to Cuban ports. The size of the block required is four inches wide, four inches high and eight inches long.

The following is a statement of the quantities imported yearly by Cuba for the last six years.

	Kilos.
Fiscal year of 1915-16..	1,223,729
" 1914-15..	4,687,638
" 1913-14..	5,260,828
" 1912-13..	17,948,547
" 1911-12..	28,471,984
" 1910-11..	9,402,421

A kilogramme equals 2½ pounds.

TRADE WITH BRITISH HONDURAS.

A supplement of the *United States Commerce Reports* devoted to trade with British Honduras states that the particular lines in which imports to British Honduras could be increased include aerated waters (table waters, bottled soda and ginger ale), which are in great demand on account of the climate; condensed milk and cream, native dairy products not being equal to the consumption; and kerosene stoves, or devices by which cooking can be done with a minimum of heat.

Banking facilities in British Honduras are furnished by a branch of the Royal Bank of Canada, which is the principal source of credit information. The considerable volume of trade with the United States has made local merchants accustomed to the American demand for short credits. For small transactions it is generally better to deal through a responsible commission agent in Belize. As English is the ordinary language of business, it is not so difficult for American exporters to enter this market as elsewhere in South and Central America, but the merchants here are conservative and satisfactory relations cannot be established at long range.

FOREIGN PURCHASES OF WOOD-WORKING MACHINERY.

(*United States Commerce Reports.*)

Argentina.

Most of the lumber used in Argentina is imported, the larger part from the United States. The predominating domestic timber is the quebracho, which is used extensively for the manufacture of tanning extracts, for railroad ties and telegraph and fence posts. Spanish cedar and a little white pine are produced here, but in quantities too inadequate for the local demand, and large amounts are imported. The lumber from abroad is used for construction work, especially for flooring, ceiling, and other interior finishing, doors and sash, and in the manufacture of furniture and fixtures, carriages, etc. This includes, in the order of their importation, yellow pine, spruce, white pine, Spanish cedar, oak, Douglas fir, ash, and walnut.

All the wood-working machinery used here is imported. It has been supplied principally by Germany, England, and France. The imports from the United States have been very limited, although there appears to be no prejudice against American machinery. Its absence from this market probably is due more to a lack of special efforts by American manufacturers to extend their sales here.

EMPLOYMENT OF RESIDENT AGENT.

The most feasible way to operate here is through a resident agent, who maintains a selling force to work throughout the country and keep constantly in touch with the local requirements. During the past two or three years, however, depressed financial conditions have prevented new establishments from being erected, and the older firms have installed very little or no new equipment.

Any advertising matter intended for this country should be printed in Spanish. When sent through the mail to individual addresses no duty is charged, although when shipped in large quantities to one firm for distribution it is subject to a duty.

The Argentine duty on printed cards in ordinary ink, colours, or chromos, for advertising or other purposes, including tickets of all classes, calendars, and those for calendar purposes, with or without pads, is 40 per cent on a set valuation of 0.60 peso Argentine gold (\$0.58 United States currency) per kilogramme of 2.2 pounds.

The same as above on cardboard, in the form of cards or other forms for advertising purposes, with or without inscription, with the exception of those with photographs, 40 per cent on a set valuation of 1 peso Argentine gold (\$0.96 United States currency) per kilogramme. On paper for advertising purposes and any ordinary printed matter on cardboard, also for advertising not mentioned above, including calendar pads, 25 per cent on a set valuation of 0.40 peso Argentine gold (\$0.39 United States currency) per kilogramme.

SURTAX IN FORCE DURING PRESENT YEAR.

Aside from the duties mentioned, there is a surtax of 7 per cent on the set valuation given, recently voted and in force until December 31, 1917, assessed on imports the duty on which is more than 20 per cent, and an additional charge of 2 per mille, known as a statistical charge, levied in a similar manner.

Wood-working machinery is not separately classified in the Argentine customs tariff, but comes under "machinery in general," on which the duty is as follows:—

Up to 500 kilogrammes (1,102 pounds) in weight, 5 per cent on 0.30 peso Argentine gold (\$0.29 United States currency) per gross kilogramme (which includes all crating). Over 500 kilogrammes to 1,000 kilogrammes, 5 per cent on 0.20 peso Argentine gold (\$0.19 United States currency) per kilogramme, and more than 1,000 kilogrammes 5 per cent on 0.15 peso Argentine gold (\$0.14 United States currency) per kilogramme. In addition to this, the statistical charge amounts to 2 per mille on the values given.

STEAMSHIP LINES AND LOCAL FIRMS.

The principal steamship lines operating between New York and Boston and Buenos Aires are the Barber, Norton, Lilly, and Lamport & Holt Lines, while the Luckenbach Steamship Co. has recently inaugurated a service. From twenty to twenty-five days usually is consumed in transporting freight from New York or Boston to Buenos Aires.

A list of firms which use wood-working machinery is forwarded. These include carriage manufacturers (no automobiles are made here), shipbuilders, railroad companies, and furniture manufacturers. As representing makers of fixtures, frames and mouldings, sash, doors, and blinds, there is also a list of carpenters. It is doubtful, however, if American manufacturers would be able to do any direct business with these firms, as their individual needs are limited, and few are in a position to engage in direct importations.

Venezuela.

CONDITION OF MARKET IN VENEZUELA.

Some lumber is imported into the Maracaibo district, mainly pine, which is used by the petroleum interests. Wood for the planing mills, or to be worked up with the use of machinery is of native production, and is grown on both sides of lake Maracaibo. Both hard and soft woods are thus used.

The wood-working machinery used in this district is imported from the United States. It is not regularly received, but new machinery is imported as new mills are erected or the machinery in old mills replaced.

DUTY ON WOOD-WORKING MACHINERY.

There is no duty on advertising matter sent through the mails, but there is a tax of 63 cents on each parcel-post package received in this country. The customs duty, including surtax, on wood-working machinery is 0.078 bolivar per kilogramme (equal to 68 cents per 100 pounds) when the weight of the machinery exceeds 1,000 kilogrammes (2,204.6 pounds). When the weight is between 100 and 1,000 kilogrammes, the duty and surtax amount to 0.156 bolivar per kilogramme (equal to \$1.36 per 100 pounds). When the weight is 100 kilogrammes or less, the duty is the same as that last mentioned with 80 per cent added.

The American Red D Line has a weekly service from New York to Maracaibo via Curacao.

Switzerland.

MANY SAWMILLS BUT NO PLANING MILLS.

In the district which comprises the cantons of Berne, Friburg, and Neuchatel are many sawmills, but no planing mills, and only one box factory.

Switzerland recently has shown a great increase in its exports of lumber to the belligerent countries for trench purposes, but the preparation of the product does not require special wood-working machinery, and ordinary saw gates or circular saws in the mills are engaged, the latter being now manufactured in the country. Two of the largest manufacturers are: Maschinenfabrik A. G., Landquart, and Rauschenbach A. G., Schaffhausen, Switzerland.

The manufacture of furniture has suffered a decided slump since the beginning of the war, and imports of the finer wood-working machinery have fallen off considerably. Germany, before the war, installed all the big sawmills of the country and furnished band saws in large quantities. France sent special block saws and planing machines. Imports from the United States were limited to box-factory, planing-machinery, and block-band saws. American wood-working machines and tools are regarded as good and cheap, but present ocean freights and risks do not encourage the Swiss to import American goods. Connections are sought now, however, in order to start imports immediately after the conclusion of peace.

GERMAN FIRMS OFFER LIBERAL TERMS.

The local trade complains that it must pay for American machines before seeing them, while German manufacturers offer extremely liberal credit terms, even permitting payment in instalments.

Catalogues and correspondence should be in French or German rather than in English.

Switzerland exports yearly about \$500,000 worth of wood-working machinery. It consists largely of brush-making and groove machinery and sawmills, sent chiefly

to France; wood-working machinery of all kinds, including sawmills and fine wood-shaving machines to Italy; and some patented special saws to Germany. Switzerland's imports in normal times amount to about \$300,000.

The duty on wood-working machinery, according to the Swiss customs tariff, is: Weighing, 22,046 to 110,231 pounds, \$1.15 per 220 pounds gross weight; 5,511 to 22,046 pounds, \$1.35; 1,102 to 5,511 pounds, \$1.54; 220 to 1,102 pounds, \$2.31; less than 220 pounds, \$3.08.

China.

VERY LITTLE MODERN MACHINERY USED.

Most of the lumber used in the Amoy consular district is grown locally. The quantity of hardwood annually imported into Amoy is between 7,000 and 9,000 cubic feet, valued at \$1,400 to \$2,900 United States currency, and of softwood from 24,000 to 47,000 square feet, valued at \$1,000 to \$1,700 United States currency. Some hardwood is imported from Formosa, Singapore, and the Philippines. A small quantity of Oregon pine reaches the port through Hong Kong. Soft pine, fir, teak, and Philippine, Formosan, and Singapore hardwood are in use.

No modern wood-working machinery is used in this district, with the single exception, it is stated, of a very small sawmill equipped with foreign machinery, in the interior between Amoy and Changchow. The wood is sawed and planed as a general rule by crude native implements. The better classes of sawed and planed wood are imported from Hong Kong. American machinery is highly esteemed but the natives cannot be made to see the advantage of modern wood-working machinery. While here is an opportunity for the establishment of a sawmill at Amoy, there is at present no likelihood that one will be started.

PROVISIONS OF THE IMPORT TARIFF.

Advertising and correspondence for this country may be in English. There is no duty on small quantities of advertising matter sent through the mails to individuals or firms. Advertising matter does not appear as a special item in the import tariff. Any considerable quantity of such material imported in bulk would probably come under the provision for articles not specified, where a 5 per cent duty is levied. Wood-working machinery would be subject to an import duty of 5 per cent duty ad valorem.

Cargo would proceed from Boston or New York via Suez or Panama to Hong Kong or Shanghai for transshipment. The better transshipment point is Hong Kong.

There are no houses importing machinery at this port. Purchases are usually made through importing houses at Shanghai or Hong Kong. Automobiles and vehicles other than the crude wheelbarrows are not manufactured or used. The New Amoy Dock Co. (Ltd.) builds boats and makes repairs to ships, etc. It draws most of its supplies from Hong Kong. One railway in the district—Changchow-Amoy railway—is constructed and in operation for a section of 17 miles. It is in poor condition, and no attempt is being made at proper upkeep. Chinese carpenters make all other woodwork required, or if a better grade is desired, it is imported from Hong Kong.

PRELIMINARY STATEMENT OF THE TRADE OF CANADA FOR JULY.

Prepared by *Trade Statistics Branch, Department of Trade and Commerce, Ottawa.*

Month, Four Months and Twelve Months ending July, 1915, 1916, and 1917.

	Month of July.			Four Months ending July.			Twelve Months ending July.		
	1915.	1916.	1917.	1915.	1916.	1917.	1915.	1916.	1917.
	\$	\$	\$	\$	\$	\$	\$	\$	\$
IMPORTS FOR CONSUMPTION.									
Dutiable goods.....	20,765,166	34,698,911	49,442,400	77,870,508	140,233,388	102,470,345	251,076,453	351,760,108	523,945,163
Free goods.....	15,857,024	28,923,676	40,739,195	56,858,869	109,634,679	179,630,305	168,294,383	271,226,442	453,618,723
Total imports (mdse.).....	36,622,190	63,622,587	90,181,595	134,729,377	249,868,067	382,100,850	419,370,836	622,986,550	977,563,886
*Coin and bullion.....	744,119	404,102	2,084,726	2,431,908	1,889,698	4,487,131	133,113,099	33,717,992	30,678,253
Total imports.....	37,366,309	64,026,689	92,266,321	137,161,285	251,757,765	386,587,981	552,483,935	656,704,542	1,008,242,139
Duty collected.....	7,431,158	11,071,100	14,241,047	28,082,470	46,063,505	60,528,736	78,784,427	121,906,788	162,088,461
EXPORTS.									
Canadian Produce—									
The mine.....	5,904,544	8,578,750	6,365,244	18,405,735	26,324,915	21,539,363	53,535,158	74,509,041	80,831,855
The fisheries.....	2,166,837	2,570,358	2,290,327	4,872,188	6,146,490	5,229,545	26,113,533	23,652,279	23,972,308
The forest.....	5,876,784	7,257,805	5,491,626	16,197,479	19,568,454	18,411,661	44,008,654	54,642,375	54,750,416
Animal produce.....	10,943,628	9,546,186	19,213,497	25,652,303	29,419,691	43,436,654	82,639,949	106,749,664	141,812,441
Agricultural products.....	7,676,404	38,285,309	38,744,606	41,615,322	145,769,563	179,850,213	133,442,130	354,119,435	407,494,351
Manufactures.....	12,441,428	38,264,136	104,649,862	51,541,381	119,824,138	237,480,363	115,401,389	310,317,755	595,055,841
Miscellaneous.....	580,393	459,726	610,986	1,287,851	3,292,054	1,906,925	1,809,728	8,797,135	4,968,425
Total Canadian produce.....	45,590,038	104,964,270	177,366,148	150,168,259	350,345,305	507,854,674	451,020,541	932,787,684	1,308,885,137
Foreign produce.....	2,916,682	55,637,340	2,850,372	11,494,457	122,627,072	11,601,620	48,851,781	148,822,047	33,375,154
Total exports (mdse.).....	48,506,720	160,601,610	180,216,520	170,662,716	472,972,377	519,456,294	499,872,322	1,081,609,731	1,342,260,291
*Coin and bullion.....	13,127,009	14,232,189	218,384	63,822,905	41,642,690	973,736	90,555,512	81,392,217	39,315,820
Total exports.....	61,633,729	174,833,799	180,434,904	234,485,621	514,615,067	520,433,030	590,427,834	1,163,001,948	1,381,576,111
AGGREGATE TRADE.									
Merchandise.....	85,128,910	224,224,197	270,398,115	305,392,093	722,840,444	901,560,144	919,243,158	1,704,596,281	2,319,824,177
Coin and bullion.....	13,871,028	14,636,291	2,303,110	66,254,813	43,532,388	5,460,867	223,668,611	115,110,209	69,994,073
Total trade.....	99,000,038	238,860,488	272,701,225	371,646,906	766,372,832	907,021,011	1,142,911,769	1,819,706,490	2,389,818,250

* NOTE.—It will be noted that the figures relating to the imports and exports of coin and bullion for the twelve months ending July, were: imports, 1915, \$133,113,099; 1916, \$33,717,992; 1917, \$30,678,253; and exports, 1915, \$90,555,512; 1916, \$81,392,217; 1917, \$39,315,820. Although it has been customary to include these figures in trade returns, the total trade figures are seriously disturbed by them in this instance and they should not be taken as an indication of the trade of Canada.

CANADIAN PRODUCE PRICES IN THE UNITED KINGDOM.

The Canadian High Commissioner's office has furnished the following market quotations for Canadian produce in the United Kingdom for the week ended July 18, 1917:—

Cheese—

Bristol.....	—	—	per cwt.
Liverpool.....	—	130/6	"
London.....	—	—	"
Glasgow.....	—	—	"

Butter—

Bristol.....	—	—	per cwt.
Liverpool.....	—	—	"
London.....	—	—	"
Glasgow.....	—	—	"

Bacon (sides)—

Bristol.....	128/	130/	per cwt.
Liverpool.....	—	130/	"
London.....	128/	130/	"
Glasgow.....	—	130/	"

Bacon (Cumberland cut)—

Bristol.....	—	—	per cwt.
Liverpool.....	128/	130/	"
London.....	—	—	"
Glasgow.....	—	—	"

Hams (long cut, green)—

Bristol.....	—	—	per cwt.
Liverpool.....	128/	130/	"
London.....	128/	130/	"
Glasgow.....	—	—	"

BUSINESS IN SOUTH AMERICA.

(The London Times Trade Supplement.)

Even out of the disaster of this world-wide war there is good reason for hoping that permanent benefits will accrue to the British Empire. Not only will the trading and political relations between the different parts of the Empire itself be vastly widened and strengthened, but the moss and rust which had accumulated around its industrial activities in many years of peace have now been at least seen and in part removed, so that there is a renewal of energy and vitality throughout the whole organization.

Many minds are already busy planning trade campaigns to enable us after the war to make good its ravages, and it is the patriotic duty of all men to help if they have any special knowledge which may benefit the whole nation. Journalists and politicians are eminently useful persons in their respective spheres, but it seems to me that the theories of the latter and the reports of the former, if they are to be of real utility in trade matters, must be based on, and supported by, the experience of practical commercial men. This is my excuse for offering the fruits of my thirty years' business experience in South America.

THE PRESENT DAY POSITION.

The name of South America has been used in past years in this country almost as a term of contempt, but Germany has never made that mistake when referring to the boundless and ever-growing markets which form the southern half of the American continent, and which even before the war had arrested the respectful attention of the world's best students of political economy. A country like the Argentine Republic, which, with a population of perhaps seven and one-half millions, had accumulated a currency reserve of more than £50,000,000 in gold coin, was plainly not a negligible quantity. The same could be said of Brazil, with her twenty-five millions of people, and her immense territory, and of Chile, which produced most of the natural chemical manures required by the agriculture of the world, not to mention other smaller countries which are frankly on the path of progress and development.

Although all of these markets have been gold mines to those firms who knew them and studied their requirements—like some other gold mines they have also been bottomless pits for firms who thought that their riches might be extracted without proper study and organization—the fact remains that for the general public in this country, and even for a too large proportion of merchants and manufacturers, South America has always been a somewhat mysterious place peopled by strange tribes who were perpetually changing their Governments without any apparent reason, and who lived on horseback wrapped in wonderful cloaks and sombreros and carrying large knives in their belts.

It is, of course, true that in large businesses there are buyers and managers with a special and frequently very intimate knowledge of the countries with whose trade they are dealing, but such men are too rare and are not available to the multitude of small manufacturers whose goods combine to form a very respectable proportion of the total exports from this country. Also these experts are usually found in merchants' offices, but only very rarely indeed in those of manufacturers, where the idea has usually prevailed that it is quite sufficient to have one or more travellers with some knowledge of the firm's territory and of its requirements. In too many even large industrial concerns working for export not even that concession is made to the demands of common sense, and one frequently finds that a man who has been successful in Russia or China is considered quite competent to make a tour of South America, not merely with a view to studying the many entirely different markets there—which would be not only explicable but permissible—but with the purpose and duty of at once opening accounts and booking orders in sufficient numbers and value to make the journey a financial success. The result is frequently disastrous, and adds another firm to the list of those who refer to South America in contemptuous tones, whereas the blame lies with the system.

DIFFICULTIES IN EXECUTING ORDERS.

In South America a traveller is most of his time a minimum of three to four weeks' distance from his own office by mail, and cabling is much too expensive in most businesses, even were it possible to find a really commercial code which did not appear to have been drawn up by a lawyer, a banker, or a stevedore. Few travellers are able to send home all their orders so perfectly detailed and worded that mistakes or uncertainties are impossible and when there is no one in the office who can read into them what is lacking there are only two alternatives—either to execute the order and risk the displeasure of the buyer, or not to execute it and be sure of displeasing him.

The question of local knowledge is much more important than it appears at first sight, because so many firms without South American experience get into the habit of thinking that the whole half-continent is one homogeneous country, and they are liable to solve the problems found in an order from Chile, for instance, in the light of knowledge acquired whilst executing one for Argentina. They are not aware that

a teamster in Chile usually wears one only spur on his bare heel, but that one with a very large rowel, because he deals principally with mules, whereas horses are general in most districts of the Argentine Republic, and the carters almost invariably drive whilst sitting down. Yet, again, the Andine provinces of Argentina rely chiefly on mules, like their Chilean neighbours, so that an order or inquiry from Mendoza requires quite different interpretation from that put on one from Buenos Aires or Rosario.

Although only the breadth of the estuary of the river Plate separates Montevideo from Buenos Aires, yet tastes and customs differ widely, and the Uruguayan towns and villages on the Brazilian frontier do much trade with their neighbours and share their tastes for showy horse-furniture, gaudy cottons, and bright colours in general.

There are also many unaccountable prejudices which have to be studied and remembered; whereas in Brazil many of the people make great use of the national colours—green and yellow—in a way which does not always produce harmonious effects in the eyes of an outsider, few persons in Argentina care to introduce into decorations of any kind the really beautiful blue and white which form the national flag. The writer remembers suggesting what would have been a very charming and effective decoration for floor tiles in those colours, and the horrified client said that he could not think of putting the national colours where people would trample them under foot. A Chilean feels almost a religious respect for his flag.

Even in our own small country there are many local peculiarities, and although certain things are saleable everywhere for similar purposes, every manufacturer knows that in other lines those peculiarities must be studied and obeyed, and it is strange, therefore, that they should not be more careful to remember that a tool which accomplishes its purpose near Pernambuco is useless in Argentine loam or on the stony Chilean hills.

IMPORTANCE OF TARIFFS.

It is necessary also to follow more closely the details of the customs tariffs of the different countries, because they have an immense influence on trade, not only by their percentage but through the system adopted. One country, for instance, charges duty on wall tiles according to the gross weight of the package, and the result is that the almost universal demand in that market is for the thinnest tile which can be made satisfactorily and transported without too much breakage or too much addition of weight for safety in packing. The neighbouring country charges duty on the same goods by their number or quantity, so the public there gets a heavier though not necessarily a better tile, and the manufacturer has a chance of using as much material as he thinks is required to ensure the safe arrival of the goods. Many articles can be imported into one country because the duty on them is charged on the weight, but next door, so to speak, they are scarcely found at all because the duty is per piece and more onerous.

A knowledge of the markets is important also because the average South American buyer very naturally objects to receive an article for which he is never asked, and which he cannot sell nor even give away. This important detail has been very much to the fore in these last few years, during which the United States exporters have greatly developed their trade with South America, because it is apparently the universal custom in the United States, when a manufacturer or merchant finds himself short of one or two lines to wait for which would unduly delay an order, to send something "just as good." This will not do at all in South America, where it is always preferable to adopt the other alternative of shipping the order incomplete if no more waiting can be done. Naturally to send to Buenos Aires, for sale to clients who only put their great toe in the stirrup, the same pattern as supplied to Montevideo, where riders prefer to get the stirrup well under the instep, and have rather large feet at that, would only mean the goods being left for account of the shipper, resulting in loss to both sides in money, probably a lessening of mutual confidence, and a drag on future relations.

CANADA'S CONDENSED MILK TRADE WITH NEWFOUNDLAND.

Mr. W. B. Nicholson, Canadian Trade Commissioner, St. John's, Newfoundland, writes as follows regarding Canada's trade in condensed milk with Newfoundland:—

SUPPLY OF MILK.

According to statistics published by the Newfoundland Agricultural Board, the colony's total daily supply of fresh milk in the year 1915 was 18,225 gallons. Licenses were issued to owners of 1,900 milch cows to supply milk and cream to city dealers and customers, the total yield being 2,400 gallons a day. Exclusive of these the country possesses other 16,300 milch cows yielding an average daily supply aggregating 12,225 gallons. Of this latter quantity, however, it is estimated that only one-half was consumed as milk, while the remaining half, or about 6,113 gallons, was converted into butter, showing the colony's total daily supply of fresh milk to have been about 8,512 gallons. Consequently, Newfoundland offers a rapidly growing market for milk in the condensed form.

A previous report showed that of the total value of condensed milk, amounting to \$49,295, imported in 1916, Canada supplied \$31,236 worth, compared with \$4,444 in 1914 and \$17,246 in 1915, this being an increase in total imports of over 236 per cent, and in imports from Canada of over 600 per cent.

The statistics of Canada and Newfoundland as regards exports and imports do not exactly agree as the fiscal year of Canada closes March 31 while that of Newfoundland ends June 30.

ADJUSTMENTS NECESSARY IN TRADE WITH RUSSIA.

(Commercial Attaché William C. Huntington, Petrograd; extracts from letter of an American business man in Russia, United States Commerce Reports.)

The main difficulty in business dealings between Russia and the United States is the question of terms. In most cases the American manufacturer insists on cash in New York as soon as the goods are sent there. The Russian buyer, on the other hand, if he is reliable, is willing to guarantee the payment in every way and generally through banks, but only part in American port, the other part in Russian port. An American agent in Russia had an opportunity to place an order from a local co-operative society for 10,000 pairs of shoes, payable one-third with order, the other two-thirds upon arrival in Russian port. The latter payment was guaranteed by a local bank. He was unable to accept this order because the manufacturer insists on payment in full in New York, although as a matter of fact he could get a price that would easily make up the interest on deferred payment. Such instances result in a comparison between American and German methods that will make the Russians more willing to revert to old trade channels after the war unless more Americans are ready to offer the same service as the Germans. The American manufacturer need not grant credit without proper guarantee, but the Russian market cannot be held permanently without the granting of credit—at least to the extent of part payment in Russian port.

STICKING TO TERMS OFFERED AND TERMS ACCEPTED.

The Russian merchant is used to a definite quotation good for a certain period. It is not considered serious business to quote to-day and then upon acceptance of order state that the price has gone up or that the goods cannot be had. According

to Russian law when an order has been accepted and a deposit taken (upon which the Russian buyer insists), if the order cannot be fulfilled the person making the sale must return double the deposit and besides is liable for damages. An instance has come to my attention of a large order for leather closed by an American agent immediately upon the receipt of the manufacturer's cable terms. After cabling that the order had been closed, the agent received word that the factory could not deliver. Sometimes terms are changed by American manufacturers after acceptance. An order for leather belting was accepted by the main office in the United States on terms cash at the time of shipment; ten days later the manufacturer cabled that he would not start preparing the belting unless a certain amount was paid at once.

It is understood that the cases cited do not represent the practices of the majority of American exporters; but they are more numerous than they should be, and each experience of this kind weakens the reputation of the American business man in Russia. I believe that it is the right idea for the American manufacturer to sell direct in Russia, but all the American manufacturers interested in Russian trade must help and do it now. Otherwise we shall again get into the hands of agents of other countries and direct sales will be as difficult as before.

RUSSIA'S FOREIGN TRADE.

FOR THE FIRST THREE MONTHS OF THE CURRENT YEAR.

Mr. C. F. Just, Canadian Trade Commissioner, Petrograd, Russia, has sent the following official statement of the foreign trade of Russia for the first three months of the current year:—

According to information received from the Customs Department, the imports and exports through European and Asiatic ports for the first quarter of 1917, compared with the corresponding period of the three previous years, are as follows:—

Year.	Export. '000.	Import. '000.	Excess of Imports. '000.
1917	Rs. 44,632	503,896	459,264
1916	" 77,880	448,882	371,002
1915	" 45,187	119,272	74,085
1914	" 327,120	390,865	63,745

From more detailed statements we find that our exports for the first three months of the present year are about equal as compared with the figures for the same period of 1915; comparing with last year (first three months) it is less by 33,248,000 roubles or 42.7 per cent. If compared with the figures for the corresponding period of 1914, it will be seen that the decrease of exports has reached 632.9 per cent.

As regards the imports, the position is reversed. Imports during the first three months of 1915 were valued at 119,272,000 roubles, against 390,865,000 roubles for the same period (pre-war) of 1914. Imports have since this time steadily increased, and for the first quarter of 1917 have reached the amount of 503,896,000, against 448,882,000 during the same period of 1916. Therefore our imports for the first quarter of 1917 show an increase of 12.3 per cent over 1916, and an increase of 28.9 per cent as compared with 1914.

In 1914 our net balance of imports over exports amounted to 63,745,000 roubles, and in 1916 to 371,002,000 roubles.

The surplus of imports for the first three months of the current year (459,264,000) not only exceeds the figure for the same period of 1916 by 23 per cent, but shows an excess of 1.8 per cent over the figures for the whole of 1915, viz., 377,700,000 roubles.

The following table shows the position of our foreign trade via European and Asiatic frontiers separately during the first quarter of the current year:—

Year.	Via European Frontiers.		Via Asiatic Frontiers.	
	Exports.	Imports.	Exports.	Imports.
	'000.	'000.	'000.	'000.
1917	Rs. 28,108	319,506	16,524	184,390
1916	" 54,745	215,199	23,135	233,683
1915	" 31,097	58,550	14,090	60,722
1914	" 298,961	341,003	28,159	49,862

The above table shows that the value of goods sent abroad via European frontiers during the first three months of 1917 realized only half the value of exports for the same period of 1916 and only one-tenth part of the value of goods exported during the corresponding period of 1914. At the same time it will be observed that the exports via the Asiatic frontiers was 29 per cent less than for the first quarter of 1916, and 41.3 per cent less than for the same period of 1914. In other words our exports through European ports have decreased considerably more than through Asiatic ports.

As regard the imports by the European frontiers for the first quarter of 1917, there is an increase of 48.5 per cent as compared with the corresponding period of 1916, whilst imports by the Asiatic frontier during the first three months of 1917 show a decrease of 21 per cent compared with the same period of last year.

BANKS AND BANKING.

(United States Commerce Reports.)

NEW BRANCH OF YOKOHAMA SPECIE BANK FOR BRAZIL.

Consul Williamson reports from Dairen, Manchuria, under date of June 8, that Mr. T. Maede, submanager of the local branch of the Yokohama Specie Bank (Ltd.), left there recently for Brazil, where he has orders to open a new branch of the bank either at Sao Paulo or Rio de Janeiro.

DUTCH BANK FOR SOUTH AMERICA.

It is reported in *Kelly's Monthly Trade Review* that the Dutch Bank for South America, recently formed to establish banking connections with Argentina, has opened branches at Buenos Aires and Rio de Janeiro and is planning to establish branches at Valparaiso, Pernambuco, Bahia, Sao Paulo, and Montevideo.

MODERN CHINESE BANK AT HONG KONG.

A bank known as the "Industrial and Commercial Bank (Ltd.)" has been organized under the laws of Hong Kong with a capital of \$1,000,000 Hong Kong currency. It is proposed to commence business at No. 6 Des Voeux Road, Hong Kong, on May 15. The plans of the company contemplate ultimate capitalization of as much as \$50,000,000 and the establishing of branches and agencies all over China, with a view of affording Chinese commerce and industry modern banking facilities, which are lacking in interior districts at present. The head of the new enterprise is Mr. Tien Tau Cheng, a graduate of the University of Chicago, and among other promoters are Mr. Jun Ke Choy, a graduate of Columbia University; Mr. Wai Man Lau, Mr. Chang Huan, and others who have had American university and commercial training. Most of the promoters have had more or less connection with the Government of Kwangtung province in recent years.

The capital of the new concern has been raised by more or less popular subscription, much of it coming as a result of a recent visit to the United States of the chief promoter, who took advantage of his stay in the United States to study American banking and financial methods.

Several more or less modern banking institutions have been established in late years, including the Bank of China and the Bank of Communications, both of which have more or less Government connection and control, and the Bank of Canton and the Shanghai Commerce and Savings Bank. The Bank of Canton was started largely with capital of Chinese in the United States. Both of the latter banks are reported as successful undertakings.

AMERICAN BANK OPENS A BRANCH IN PUERTO PLATA.

The International Banking Corporation has just taken over the old-established banking business of Santiago Michelena, in Puerto Plata, Dominican Republic. The corporation has branches in San Pedro de Macoris and Santo Domingo, and expects to open another within the next few months in Santiago de los Caballeros.

The International Banking Corporation is the second bank to enter this field since the first of the year, the Royal Bank of Canada having opened a branch in Puerto Plata in February.

CURRENT EVENTS OF INTEREST FROM CHILE.

The following notes on commercial conditions in Chile have been contributed by Mr. George Mallet, of Valparaiso, Chile, under date of July 9, 1917.

NEW HARBOUR WORKS.

A special law has been passed authorizing the execution of the Antofagasta Harbour Improvement Works and the investing of £1,700,000 sterling.

Those interested may present, jointly with their tenders for the construction of the works, another for a loan of £1,700,000 which will be invested in the payment of the said works. The bonds of the loan will pay interest at the rate of 6 per cent per annum and will have an accumulative amortization of 2 per cent per annum. The loan may be made by instalments in proportion to the progress of the works. The tender for the raising of the loan can only be accepted jointly with the tender for the construction of the works but the latter may be accepted independently of the former. Tenders will however be preferred which include on equal conditions the provision of the loan.

Specifications and all necessary data may be examined in Santiago, at the offices of the "Commission de Puertos," at the offices of the Chilean Legation in London, Paris, and Washington, and at the Consulates of Amsterdam and New York.

The Government reserves the right to reject all tenders which are presented, if the same are considered to be contrary to the interests of the nation.

Tenders will be opened in Santiago, Chile, March 30, 1918.

GOVERNMENT NOTICES AFFECTING TRADE.**United States.****EXPORT LICENSES REQUIRED FOR CERTAIN CHEMICALS.**

(United States Commerce Reports).

Upon the recommendation of the Exports Council, the following named chemicals are interpreted as coming within the meaning of the general term "Explosives" in the President's proclamation of July 9:—

Ether, alcohol, sulphur, sulphuric acid, and its salts, acetone, nitric acid and its salts, derivatives of benzol, phenol (carbolic acid) and its derivatives, derivatives of toluol, mercury and its salts, ammonia and its salts, glycerine, potash and its salts, all cyanides.

The foregoing supplements a list of articles for which export licenses are required, published in *Weekly Bulletin* No. 706, page 282.

Barbados.**IMPORTATION OF MOTOR CARS PROHIBITED.**

(Board of Trade Journal).

The Board of Trade have received copy of an Order made by the Governor in Executive Committee on the 17th May, 1917, prohibiting the importation of motor cars into the colony, excepting such motor cars as are brought as deck cargo, and excepting those on board any vessel bound for the colony at the date of the present Order.

TARIFF CHANGES AND INTERPRETATIONS.**Brazil.****RELAXATION OF CONSULAR INVOICE REGULATIONS.**

(Board of Trade Journal.)

The Board of Trade are in receipt, through the Foreign Office, of information from the British Minister at Rio de Janeiro to the effect that he has been informed by the Brazilian Government that the regulations contained in the Budget Law for 1917, and in the Decree of the 16th January, have been relaxed, for the present, as follows:—

(1) It is now required that invoices shall be presented for Consular "legalization" before the arrival of the vessel conveying the merchandise at the port of destination in Brazil (this supersedes the requirement that no invoice might be presented for Consular "legalization" after the departure for Brazil of the vessel transporting the goods included in the invoice);

(2) A fine will be levied on the consignee in Brazil only in cases where any discrepancy that may be discovered between the declaration contained in the Con-

sular invoice and the actual contents of packages is such that a *greater* amount of duty is leviable on the goods than would have been levied had the Consular Invoice Declaration been accepted by the Customs without question;

(3) All packages must be numbered, *if possible*, in consecutive order; in no case may the same number be used more than once in numbering packages included in one and the same consignment (the Budget Law required consecutive numbering of packages).

Jamaica.

INCREASED IMPORT DUTIES TO REMAIN IN OPERATION UNTIL 31ST MARCH, 1918.

(*Board of Trade Journal.*)

The Board of Trade have received copy of the "Expiring Laws Continuance Law, 1917" (No. 1 of 1917), which provides, *inter alia*, that the increased import duties imposed under Ordinance No. 3 of 1916 for the year ended 31st March, 1917, shall be continued in operation for the year ending 31st March, 1918.

South Africa.

Mr. W. J. Egan, Canadian Trade Commissioner in Cape Town, South Africa, writes as follows regarding changes in the tariff of the Union of South Africa:—

The Minister of Finance has just submitted to Parliament a reduction on tea, coffee and paraffin.

He is taking off the increases on tea, coffee and mineral oils which were imposed as a special war duty.

The coffee duty drops from 3d. to 2d.; that on tea comes down 6d. on undivided pounds and to 4d. when the commodity is bought in bulk of more than 10 pounds; in the one case the reduction is 1d., in the other 2d. The duty on paraffin becomes 8d. a case instead of 4d.

There are also some alterations in other taxation, such as diamond export duty, income tax and excess profits.

NOTES ON FOREIGN TRADE.

Opportunity to Advertise American Goods in Uruguay.

(*Consul William Dawson, Montevideo, United States Commerce Reports.*)

Early in October, 1917, a fair is to be held at Montevideo for the joint benefit of the British Red Cross and the poor of the city. The committee in charge desires to receive donations of merchandise to be sold and would be glad to receive saleable samples from American firms wishing to advertise their goods in this way. If firms sending merchandise will include cards giving their names and such other information as is desired, the cards will be displayed with the goods. Names and addresses of local agents should also be given. Any samples or goods sent should, of course, have some commercial value and may be addressed to Mrs. John P. Henderson, President Ladies' British Red Cross Fancy Fair and Poor of Montevideo Committee, Lucas Obes 127, Paso Molino, Montevideo, Uruguay. Arrangements have been made for customs clearance, free of duty, of all merchandise sent to the fair, but freight or postage charges should be prepaid.

It would seem that the fair offers an excellent opportunity to advertise American goods at small cost. The fair will undoubtedly be well attended, and by persons such as American firms desire to reach.

Textiles for Cuba.

(London Times Trade Supplement.)

The prosperous West Indian Island Republic of Cuba is a large consumer of cotton goods of all descriptions, the climate being such as to call for this class of clothing all the year round. In former times France has ranked second on the list of exporting countries, Spain coming third, and the United States fourth. Owing to the differential tariff of 30 per cent in favour of the United States their textile trade now stands first on the island's imports. The demand for woollen fabrics of a light class is a growing one, and careful study of the best kinds of selling goods must be made. The natives are mainly of the negro class, and this means that to suit their tastes the colours of the cotton prints must be bright and the patterns somewhat daring. The import duties are not excessive, and the credit of the Cubans being good at the present time, as the result of high wages and an abundant sugar and tobacco harvest, it may be worth while for our manufacturers to pay further regard to this not-distant market. A commercial traveller proceeding to Mexico or to the British West Indies could easily include Cuba in his itinerary, and would find it profitable to do so.

To Aid Norwegian-American Trade.

(Consul Maurice P. Dunlap, Stavanger, Norway, United States Commerce Reports.)

Business relations between the United States and Norway will undoubtedly be aided by the new Norwegian Cannery Export and Import Office, called "Norcanners (Ltd)," the head Norwegian office of which will be located in Stavanger. The Norwegian Cannery Office was formerly interested mainly in the sale of Norwegian goods in America, but now the capital has been enlarged, there being a paid-in capital of 1,000,000 crowns (\$268,000), and the import side is to become an important factor. The project is not organized to deal with war conditions, but for the establishment of permanent business relations. The manager states that, in his opinion, America must play a much bigger role in Norwegian commercial relations than it did before the European war.

INTERESTED IN AMERICAN GOODS—BRANCH OFFICES OF NORCANNERS (LTD.).

Norcanners (Ltd.) will, of course, be interested in the American output of all packing materials, as tin and tomato purée for use in the canned-fish industry here. Connections are also being sought in such foodstuff lines as flour, oleo oil, lard, and dried and canned fruit from California. Other important American articles that it is thought can be profitably handled are cotton, dry goods, and shoes. Norcanners (Ltd.) also are to represent an American steel export company. The idea, however, is not only to take agencies but to buy supplies outright. In this way the money received for the company's Norwegian canned goods in America can be most profitably used on the spot without further unnecessary transactions.

The headquarters of Norcanners (Ltd.) in America will be Chicago, with branch offices in New York, San Francisco, and other places. Norwegian headquarters will be located at Stavanger and connections will be established in Christiania, Bergen, and Trondhjem. Stavanger is considered to be logically a good distributing centre. Rent of warehouses is ordinarily cheap, and the port is well situated with respect to the other Norwegian towns and America. Of course the greater part of the packing material for the fish industry will be consumed here, as Stavanger is the largest centre for this industry in Scandinavia.

Russia's Growing Cement Industry.

(Russia.)

The recent growth of the cement industry in Russia, and the undoubted great expansion that is immediately ahead of it, make it of interest to America both as a field for investment, and as a market that will require large amounts of machinery which America is especially well prepared to supply. Heretofore Russian cement plants have obtained their machinery mainly from Germany, and the extension of the industry in the past three years has been checked by the fact that a number of new works which had ordered German machinery were prevented by the war from completing their equipment. The opportunity for American manufacturers to supply the needed machinery is a market opening of considerable importance. Assurance of good returns on capital invested in cement manufacture lies in the certain rapid expansion of the industry, which is evidenced by the increasing use of cement in Russia, and the great amount of construction work already planned in which concrete is to be largely used. The new chains of grain elevators, for instance, have been built of concrete so far as completed, and all are intended to be. Railroad, bridge, and harbour works already planned, to say nothing of factories, warehouses, and office buildings, will account for much more.

According to the figures of the Congress of Cement Producers, in 1915, there were 32 cement works in operation in 1912; and but for the interference of the war, this number would have been increased to 66 in 1915. Production in 1912 was 10,000,000 barrels of 10 poods (360 pounds); in 1913 this had risen to 12,920,000 barrels. The estimated production for 1914 was 20,000,000 barrels; while that of 1915 was expected to reach 28,000,000 barrels. The average output per plant in 1912 was about 300,000 barrels; most of the newer works have been planned for an annual output at least as great as this average figure. It is of interest that the average output for German concrete works in 1911 is reported as 310,000 barrels of 360 pounds.

CEMENT DIVIDENDS AND SHARE QUOTATIONS.

Profits and share quotations of some of the Russian companies are given in the Journal of the Moscow Russian-American Chamber of Commerce.

"On January 1, 1914, there were quoted on the Petrograd Exchange the shares of 11 cement-producing concerns, the total foundation capital of which represented the sum of roubles 38,750,000 (\$19,956,250), while on January 1, 1911, the shares quoted on the same exchange belonged to 6 companies, with a total capital of roubles 8,430,000, (\$4,341,450). Consequently the average capital of the cement works quoted at the exchange amounted to a little more than roubles 1,400,000 (\$721,000) in 1911; while in 1914 the average capital of these concerns had reached roubles 3,500,000 (\$1,802,500), i.e., an increase of 2½ times."

During the above-mentioned period a considerable increase is noted in the profits secured and the dividends paid by the Russian cement works, as well as in the rate of quotations shown by the following figures:

	Dividends.		Quotations of Shares	
	Per cent.		on December 31.	
	1910.	1912.	Roubles.	
			1910.	1912.
The Glukhoozersky Co.	5.4	25	80	220
The "Tzep" Co.	8.0	14	240	480
The Tchernomorsky Co.	12.0	24	360	505

Present prices of Russian cement are said to have risen in some cases to roubles 8 (\$4.12) per barrel of 10 poods (360 pounds), while the cost of production, including all charges, is said not to exceed roubles 2.25-3 (\$1.16-\$1.55).

GENERAL TRADE NOTES.

(Kelly's Monthly Trade Review.)

Switzerland (Berne).—It is here reported that every merchant of Switzerland during the last few weeks has received numbers of German trade circulars, outlining the German manufacturers' plans for trading during the period immediately after the war.

These circulars, as a rule, include an offer of large quantities of goods at exceptionally low prices. The Germans calculate that the French, English, and other allied nations will buy cheap goods from neutral countries without troubling about their origin. Certain Swiss firms connected with schemes of this kind have also received notification to be ready for an early peace.

Japan.—Owing to constant complaints abroad of the inferiority of many Japanese manufactured articles, so commonly classified outside Japan as "Japanese rubbish," it is now proposed to appoint official inspectors to be attached to every trade guild, and all goods to be submitted to their inspection before exportation. We hear that all existing guilds, with the exception of the glassware industry, have now expressed their approval of the proposed measure. This step, on which we congratulate the Japanese Government, is highly interesting, and will undoubtedly prove to bring more uniformity in Japanese manufactures, and create for same a better place in the foreign markets.

Venezuela (Puerto Cabello).—The Royal Bank of Canada has opened a branch office here.

United States.—Whilst we in the United Kingdom contemplate what we are "going to do," our American friends set about it in a more serious manner. Thus, the United States Civil Service Commission have recently, through means of a public examination, selected certain suitable men of high moral and intellectual standing and education to go abroad to study certain lines of commerce.

We understand that ten appointments are about to be made for the following investigations:—

- Motor vehicles in Russia and the Far East.
- Investment opportunities in Russia.
- Fancy groceries and furniture in South America.
- Metal-working machinery and tools in Russia.
- Jewellery and silverware in South America.
- Hardware in Africa, the Near East and India.
- Transport facilities and mineral resources in Russia and the Far East.

Australia (Melbourne).—The Government of Victoria intends to install a system for handling grain in bulk by 215 elevators, and we understand that when this system is complete between fifty and sixty million bushels can easily be dealt with. The total cost will be £1,600,000.

Here is a great demand for ladies' silk and woollen knitted sporting coats, hosiery and ready-for-wear costumes and suits.

Bolivia (La Paz).—Our local correspondent writes that manufacturers of school material, such as furniture, equipment, supplies, etc., ought to study the Bolivian requirements in this respect, in view of the Government being bent upon developing school education all over the country. Pencils can be sold in huge quantities, also ink and text-books for school children. Gum and stickphast are also articles of importance, as envelopes must be sold without gum, owing to the humidity of the air.

A local store handling quite considerable quantities of ready-made clothes and other textile goods writes to say that there are good opportunities all over Bolivia to sell these articles.

Another correspondent writes that he is anxious to place very large orders for celluloid goods, such as combs, brushes, hair ornaments, etc.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending Aug. 17, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	102,961	323,247	9,637		435,845
Consolidated Elevator Co.	137,624	171,662	10,737	37,524	357,547
Empire Elevator Co.	82,915	250,166		105,001	438,082
Ogilvie Flour Mills Co.	260,615	110,987	6,594		378,196
Western Terminal Elevator Co.	42,445	176,709	3,364	82,092	304,610
G.T. Pacific	199,709	397,649	9,105	46,384	652,847
Grain Growers' Grain Co.	27,868	458,848	10,336		497,052
Fort William Elevator Co.	14,556	76,996	708	51,403	143,663
Eastern Terminal Elevator Co.	64,984	186,092	1,536		252,612
Port Arthur—					
Port Arthur Elevator Co.	439,601	932,458	37,449	73,205	1,482,713
D. Horn & Co.	131,811	100,817	8,466	57,518	298,612
Dominion Government Elevator . .	273,313	703,789	23,162	94,678	1,094,942
Thunder Bay Elevator Co.	131,592	178,800	10,507	39,696	351,595
Total Terminal Elevators.....	1,909,994	4,068,220	131,601	578,501	6,688,316
Saskatoon Dom. Govt. Elevator.....	79,168	69,070	4,018	9,185	161,441
Moosejaw Dom. Govt. Elevator.....	192,590	27,542	1,962		222,094
Calgary Dom. Govt. Elevator.....	13,979	22,611	109	516	37,215
Vancouver Dom. Govt. Elevator.....	1,995				1,995
Total Interior Terminal Elevators..	287,732	119,223	6,089	9,701	422,745
Depot Harbour.....					—
Midland—					
Aberdeen Elevator Co.	49,713				49,713
Midland Elevator Co.	89,351	740,840			830,191
Tiffin, G.T.P.	1,000	311,287			312,287
Port McNicol.....	518,722	1,520,356	8,945	7,151	2,120,174
Collingwood.....		3,350			3,350
Goderich.....	170,931	201,461	1,000		373,392
Western Canada Flour Mills Co. Ltd..	124,564				124,564
Kingston—					
Montreal Transportation Co.	118,772				118,772
Commercial Elevator Co.	13,193	75,341			88,534
Port Colborne.....	378,128	207,417			585,545
Prescott					—
Montreal—					
Harbour Commissioners No. 1.....	189,273	1,527,272	128,460		1,845,005
" " No. 2.....	199,864	787,322	6,385		993,571
Montreal Warehousing Co.	578,181	1,011,458	82,684		1,672,323
Quebec Harbour Commissioners.....	1,855	131,597		*6,329	139,781
West St. John, N.B.	63,864		6,252		70,116
Halifax, N.S.	157,866				157,866
Total Public Elevators.....	2,725,277	6,517,701	228,726	*13,480	9,485,184
Total quantity in store.....	4,923,003	10,705,144	366,416	601,682	16,596,245

* Corn.

NOTE.—In Harbour Commissioners Elevator No. 2, there are 1,812 bushels United States Rye and 9,371 bushels United States Corn.

**Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior
Terminal Elevators, and at Public Elevators in the East for the Week ended
August 17, 1917.**

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.
Wheat—Grades				
No. 2 Hard			48,397	48,397
No. 1 Hard				
No. 1 Northern	3,693	14,450	293,631	311,774
No. 2 "	29,078	47,220	623,133	699,431
No. 3 "	171,709	77,435	428,943	678,087
No. 4 Wheat	336,961	23,273	674,396	934,637
No. 5 "	240,564	6,804	411,180	658,556
No. 6 "		2,789	79,437	82,226
Other	1,127,982	115,761	266,152	1,509,895
Totals.....	1,909,994	287,732	2,725,277	4,923,003
Oats—Grades				
No. 1 C. W.	16,617		73	15,690
No. 2 "	1,396,140	29,387	2,944,223	4,369,750
No. 3 "	424,834	11,562	644,503	1,080,899
Ex. No. 1 Feed	901,594	18,428	1,034,437	1,954,459
No. 1 Feed		4,613	609,938	614,551
No. 2 "		7,582	96,889	106,471
Other	1,330,035	47,651	1,115,638	2,563,324
Totals.....	4,068,220	119,223	6,517,701	10,705,144
Barley—Grades				
No. 3 extra C. W.				—
No. 3 C. W.	17,781	269	150,025	168,075
No. 4 "	69,182	2,530	68,882	140,594
Feed	10,119	898	2,942	13,959
Rejected	17,036	2,392	2,567	21,995
Other	17,483		4,310	21,973
Totals.....	131,601	6,089	228,726	366,416
Flax—Grades				
No. 1 Northwestern Canada	284,864	1,042	7,151	293,057
No. 2 C. W.	195,994	3,757		199,751
No. 3 "	61,232	3,946		65,171
Rejected		403		403
Other	36,411	553		36,964
Totals	578,501	9,701	7,151	595,353
Corn			6,329	6,329
Total quantity in store.....	6,688,310	422,745	9,485,184	16,596,245

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East on August 17, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>August 17, 1917.</i>			
Terminal Elevators.....	1,909,994	4,778,316	6,688,310
Interior Terminals.....	287,732	135,013	422,745
Public Elevators in the East.....	2,725,277	6,759,907	9,485,184
Total.....	4,923,003	11,673,242	16,596,245
<i>August 18, 1916.</i>			
Terminal Elevators.....	9,934,382	8,410,571	18,344,953
Interior Terminals.....	505,136	113,750	618,886
Public Elevators in the East.....	6,339,875	5,923,156	12,263,031
Total.....	16,779,393	14,447,477	31,226,870
<i>August 19, 1915.</i>			
Terminal Elevators.....	362,787	1,351,882	1,714,669
Interior Terminals.....	3,913	15,163	19,076
Public Elevators in the East.....	1,317,167	1,005,121	2,322,288
Total.....	1,683,867	2,372,166	4,056,033
<i>August 20, 1914.</i>			
Terminal Elevators.....	1,161,352	2,606,632	3,767,984
Public Elevators in the East.....	2,660,747	1,386,128	4,046,175
Total.....	3,822,099	3,992,760	7,814,859

Statement showing Exports of the undermentioned Canadian Commodities through the following United States Customs Districts for the Months of March, April and May, 1917.

Custom Districts.	Wheat	Wheat flour.	Oats.	Barley.
	Bush.	Barrels.	Bush.	Bush.
<i>Month of March.</i>				
Maine and N. Hampshire.....				
Maryland.....	1,067,682	108,327	331,596	268,163
Massachusetts.....	148,437	22,199	—	—
New York.....	1,510,487	18,915	86,059	—
Philadelphia.....	4,290,315	85,403	915,952	1,235
Virginia.....	495,269	3,492	—	—
Total.....	7,512,190	238,326	1,333,647	269,398
<i>Month of April.</i>				
Maine and N. Hampshire.....	1,296,719	110,347	353,516	19,138
Maryland.....	137,641	6,259	—	—
Massachusetts.....	28,950	124,907	625,085	—
Philadelphia.....	584,573	7,666	—	—
New York.....	3,731,291	311,465	272,233	115,554
Virginia.....	—	—	—	—
Total.....	5,779,174	560,644	1,250,834	134,692
<i>Month of May.</i>				
Maine and N. Hampshire.....	1,007,470	7,470	264,175	—
Maryland.....	—	—	2,455	2,204
Massachusetts.....	1,419,473	340,886	746,733	1,458
New York.....	4,683,453	122,698	861,318	24,832
Philadelphia.....	817,883	2,836	—	—
Virginia.....	—	—	—	—
Total.....	8,008,279	473,890	1,874,681	28,494

TRADE INQUIRIES.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

Please Quote the Reference Number when requesting Addresses.

1196. **Machine tools.**—An old-established British firm in Moscow, Russia, wishes to purchase in Canada machine tools required for works under construction for war purposes. Specifications will be furnished on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1197. **Casein.**—A London firm wishes to act for a reputable Canadian manufacturer of casein, preferably as United Kingdom agents, but alternatively as principals.

1198. **Leather tips.**—A billiard table manufacturer in Toronto wishes to secure from Canadian leather goods manufacturers supplies of leather tips. Samples of the tips can be seen at the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa.

1199. **Slate for beds of billiard tables.**—A billiard table manufacturer in Toronto wishes to secure supplies of Canadian slate for beds of billiard tables. The quality necessary for billiard table work is a soft slate, easily worked and free of flinty ribbons and islands. It must be of good tensile strength and not easily breakable. The flinty slate is of little use for billiard table purposes as the flinty particles

make it very difficult to work, and also very difficult to get perfectly level. It must be obtained in slabs suitable for the largest billiard table, which is 6 feet 2 inches by 12 feet by 1½ foot, this being divided into five equal slabs.

1200. Test drills.—The New York office of a Canadian manufacturing company have received an inquiry from abroad for 10,000 test drills of various sizes and would like to get supplies in Canada. Specifications will be furnished on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1201. Flour.—A Liverpool firm of c.i.f. importers wish to get into communication with Canadian flour millers, preferably those who have not yet established a Liverpool connection, with a view to present or after-the-war business.

1202. Rolled oats and oatmeal.—A Liverpool firm of importers wish to hear from millers of the above.

1203. Book paper, first and second quality.—A Buenos Aires commercial traveller, Spanish nationality, desires to secure an agency for Canadian manufacturers of book paper, first and second quality.

1204. Apples.—An important firm of manufacturers' representatives would like to be placed in communication with exporters with a view to selling fruit "to arrive" Buenos Aires; it is not desired to receive fruit on consignment.

1205. Pitch.—An important firm of manufacturers' representatives in Buenos Aires would like to be placed in communication with exporters with a view to selling.

1206. Resin.—An important firm of manufacturers' representatives in Buenos Aires would like to be placed in communication with exporters.

1207. High-grade lumber.—An important firm of Buenos Aires manufacturers' representatives would like to be placed in communication with exporters with a view to selling high-grade lumber on commission.

1208. Sulphate of copper.—An important firm of manufacturers' representatives in Buenos Aires would like to be placed in communication with exporters with a view to selling on commission.

1209. Pink salmon.—A London firm ask to be placed in touch with reliable shippers of British Columbia canned salmon who can make regular shipments to France. They invite offers of pink salmon in 48 1-pound tins, c.i.f. Havre.

1210. House decorating supplies.—A reputable house-decorator in St. John's, Nfld., requests to be put in communication with Canadian dealers in hardwoods, veneers, inlays, plaster ornaments, compo for compo enrichments, mouldings for friezes, pictures, etc., chemicals for dyes and stains.

1211. Roofing felt, etc.—A progressive firm of commission and general merchants in St. John's, Nfld., is open to purchase from a Canadian manufacturer not now represented in this market, roofing felt, tar, pitch, resin and general naval stores.

1212. Electrodes.—A firm in Milan, Italy, wishes to buy electrodes in Canada for electric furnaces. (See page 444 for further information.)

1213. Engines (crude oil).—A manufacturers' agent in Cape Town, specializing in agricultural machinery and now holding several Canadian agencies, makes inquiry re possibility of supply from Canada of a crude oil engine. (For illustrations and further information see pages 445-447.)

1214. Mining material.—A Johannesburg firm with engineering department are prepared to take up Canadian agencies in mining machinery, tools, rails, mining trucks and iron or steel.

1215. **Hardware.**—A Johannesburg agent with sample rooms in other centres and an old-established connection, is prepared to take up Canadian hardware agencies, more particularly in such lines as wire nails, fencing wire, barbed wire, wire netting, axes, hatchets, bolts and nuts, files, etc.

1216. **Hardware and kindred lines.**—A Johannesburg firm asks for catalogues, price lists and packing particulars on all lines of hardware, household, builders' and mining tools, cutlery, stoves, iron and brass beds, dairy appliances and agricultural implements.

1217. **Mining and railway supplies.**—A Johannesburg firm of engineers and importers of mining and railway supplies are in the market for agency of supplies from Canadian manufacturers of any line as above, except locomotives.

1218. **Rubber belting and hose.**—A Johannesburg firm making a specialty of mining supplies are open to take up a Canadian agency for rubber belting and hose.

1219. **Calcium bimalate.**—A British firm of manufacturing chemists wish to get supplies of calcium bimalate, a by-product in the production of maple sugar.

1220. **Sulphite pulp machinery and plant.**—A British firm in Moscow, Russia, wishes to purchase a sulphite pulp machinery and plant, and invite offers from Canadian manufacturers.

1221. **Newsprint paper.**—A syndicate of South African newspapers is open to contract for supplies of newsprint paper, averaging about 100 tons a month, and invites offers from Canadian manufacturers in a position to make shipments regularly. What they require is "38" white news reels, 2 $\frac{3}{4}$ -inch core, of a substance of about 15 pounds Demy, 500 sheets. Fuller particulars are obtainable from Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

(*Circulated within Canada only.*)

Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

- *Canada Year-Book. (*Price, \$1.00.*)
- *Census Returns. (*Price of volumes vary.*)
- *Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, Lonja del Comercio. Apartado 1290, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, care of H. B. M. Consul, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nasseau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominions, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bagota, British Consul General.

Ecuador:

Quitto, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal.

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

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Commercial Intelligence Journal

VOL. XVII.



No. 710.

WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, SEPTEMBER 3, 1917.



Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, September 3, 1917.

No. 710

AUSTRALIA.

REPORT OF TRADE COMMISSIONER.

(Mr. D. H. Ross.)

MELBOURNE, July 24, 1917.

REVIEW OF AUSTRALIAN TRADE—PART I.

The trade returns of the Commonwealth, recently published, illustrate the trend of Australian trade with all countries during the fiscal year of 1915-16. The figures show considerable expansion over the previous year, both in imports and exports, although the trading balance was against the Commonwealth to the extent of £2,742,821. In the period under review, the lack of shipping was a factor in the curtailment of exports, but, admittedly, not approaching the contraction experienced in recent months from which, by reason of the long distance from the world's markets, Australia is likely to suffer more than any other oversea dominion.

To-day many millions of bags of wheat stacked at ocean ports; large quantities of wool in warehouses; meat works filled to their utmost capacity and cool stores full of butter are waiting transportation facilities, for which there is no hopeful outlook in the immediate future.

The direct bearing of the war upon Australian trade in 1915-16 is readily discernible in the following comparative statement of the trade in recent years:—

	1913.	1914-15.	1915-16.
Australian imports	£ 79,749,653	£ 64,431,837	£ 77,521,142
“ exports	78,523,769	60,592,576	74,778,321
Total trade	£158,273,422	£125,024,413	£152,299,463
Total trade per head	£32 19s. 2d.	£25 6s. 1d.	£30 17s. 8d.
Imports decrease, 1914-15 from 1913			£15,317,816
“ increase, 1915-16 over 1914-15			13,089,305
Exports decrease, 1914-15 from 1913			17,931,193
“ increase, 1915-16 over 1914-15			14,185,745
Total trade decrease, 1914-15 from 1913			33,249,009
“ “ increase, 1915-16 over 1914-15			27,275,050

Oversea Trade of the Different States.

The relative trading importance of each Australian state is illustrated in the appended schedule showing the values of imports and exports in 1914-15 and 1915-16. The principal ports at which the imports were landed and the exports shipped are Sydney, Melbourne, Brisbane, Adelaide, Fremantle, Hobart, and Darwin:—

	1914-15. Imports.	1915-16. Imports.	1914-15. Exports.	1915-16. Exports.
New South Wales	£27,323,189	£33,379,697	£28,106,971	£40,958,316
Victoria	21,050,310	26,761,922	12,349,662	14,748,730
Queensland	6,428,688	7,000,931	13,015,484	8,105,930
South Australia	4,748,489	5,152,210	3,566,335	6,136,085
Western Australia	3,986,198	4,169,109	3,120,798	4,196,188
Tasmania	811,255	982,849	420,007	612,119
Northern Territory	83,708	74,424	13,319	20,953
Total	£64,431,837	£77,521,142	£60,592,576	£74,778,321

AUSTRALIAN IMPORTS, 1913 TO 1915-16.

The direct Australian imports from the United Kingdom in 1915-16 were valued at £39,730,320, of which £35,145,043 is credited as the produce or manufacture of Great Britain. The total imports from Canada in 1915-16 are given at £1,656,158, of which "made-in-Canada" goods and products were valued at £1,527,023. The country from which goods are exported is rarely the country of origin of all its exports.

The imports into the Commonwealth are tabulated thus:—

	1913.	1914-15.	1915-16.
United Kingdom....	£47,615,561	£37,896,655	£39,730,320
Canada....	1,158,833	1,487,592	1,656,158
Other British possessions....	8,744,971	7,943,553	11,052,469
Total British countries ..	£57,519,365	£47,327,800	£52,438,947
Total foreign countries ..	22,230,288	17,104,037	25,082,195
Grand total imports ..	£79,749,653	£64,431,837	£77,521,142

Comparison of Free with Dutiable Imports.

For general information, the figures relating to the free and dutiable imports into Australia—with the customs duties collected—in 1914-15 and 1915-16 are shown in the appended table:—

	1914-15.	1915-16.	+Increase. —Decrease.
Free imports of merchandise into Australia....	£21,527,752	£23,826,034	+ £ 2,298,282
Dutiable imports of merchandise into Australia....	42,036,029	52,914,865	+ 10,878,836
Specie and bullion imports....	868,056	780,243	— 87,813
Total imports....	£64,431,837	£77,521,142	+ £13,089,305
Customs duties collected ..	12,416,439	14,062,019	+ 1,645,580

The following statement shows the increase in the 1915-16 imports of goods the produce or manufacture of the United Kingdom and Canada over the previous year:—

	1914-15.	1915-16.	Increase.
Total imports of United Kingdom origin.	£32,494,821	£35,145,043	£2,650,222
Total imports of Canadian origin....	1,235,452	1,527,023	291,571

AUSTRALIAN EXPORTS, 1913 TO 1915-16.

The maximum figures of Australian exports in one year are those for 1911, which were valued at £79,482,258, of which specie and bullion contributed no less than £12,047,086.

In 1913 a record was established by the Commonwealth in the value of merchandise (as apart from specie and bullion) exported which aggregated £74,725,034, thus exceeding the figures for the previous best year by £4,869,161.

In the following schedule the value of the exports, for the years under review, illustrate Australian trade within the Empire and with foreign countries:—

	1913.	1914-15.	1915-16.
United Kingdom....	£34,756,548	£38,546,018	£38,528,398
Canada....	169,193	388,562	721,448
Other British possessions....	9,288,070	8,904,148	9,392,316
Total British countries....	£44,213,811	£47,838,728	£48,642,162
Total foreign countries....	34,309,958	12,753,848	31,136,159
Grand total exports....	£78,523,769	£60,592,576	£79,778,321

Exports of Ships' Stores.

The value of ships' stores, shipped on board oversea vessels in Australian ports, is not included in the general exports. The figures in recent years are shown thus:—

	1913.	1914-15.	1915-16.
Ships' stores exported.. . . .	£1,458,702	£1,587,757	£1,544,872

Merchandise and Specie Exports Compared.

The following schedule shows the relative position in the trade returns of the exports of merchandise and specie of Australian and other origin:—

Exports from Australia.	1914-15.	1915-16
Australian merchandise.. . . .	£55,756,227	£61,645,656
Other merchandise.. . . .	1,928,683	2,374,577
Australian specie and bullion.. . . .	2,366,346	10,146,869
Other specie and bullion.. . . .	541,320	611,219
Total Australian produce.. . . .	58,122,573	71,792,525
Total other produce.. . . .	2,470,003	2,985,796
Grand total exports.. . . .	60,592,576	74,778,321
Excess imports over exports 1914-15.. . . .	3,839,261	—
Excess imports over exports 1915-16.. . . .	.....	2,742,821

Canadian Trade with Australia.

Despite contraction in shipping facilities, the Australian trade returns for 1915-16 show the values of importations of goods, the produce or manufacture of Canada, to have reached the record figures of £1,527,623 or, approximately, \$7,424,247.

The Australian exports to Canada in 1915-16 were valued at £721,448 or \$3,506,237 of which, however, gold and specie was responsible for £486,000, or \$2,361,960.

The figures in relation to Australian imports of goods of Canadian origin, and the Australian exports to Canada, in recent years, are shown thus:—

Australian trade.	Imports from Canada.	Exports to Canada.	Total trade.
1911.. . . .	£ 844,235	£ 118,284	£ 962,519
1912.. . . .	977,075	161,595	1,138,670
1913.. . . .	964,826	169,193	1,134,019
1914-15.. . . .	1,235,452	388,562	1,624,014
1915-16.. . . .	1,527,023	721,448	2,248,471

Australian Imports from Canada, 1913 to 1915-16.

The following comparative statement of Australian imports from Canada, during the years 1913, 1914-15 and 1915-16, is submitted for the information of Canadian manufacturers and exporters:—

Articles.	Value. 1913.	Value. 1914-15.	Value. 1915-16.
Cheese.. . . .	£ 405	£ 152	£ 105
Fish, frozen.. . . .	457	221	205
“ preserved in tins.. . . .	52,755	84,985	133,363
“ other.. . . .	35	382	1,617
Sausage casings.. . . .	3,674	4,662	1,831
Other animal foodstuffs.. . . .	.....	1	13,679
Fruits, fresh and dried.. . . .	239	17,488	2,081
Cereals, unprepared.. . . .	5	.....	—
Oatmeal.. . . .	4,890	3,872	3,399
Flour.. . . .	3	257	2,732
Cereals, n.e.i.. . . .	1,325	4,352	1,403
Hops.. . . .	2,784	21	52
Other vegetable foodstuffs.. . . .	45	76	6,326
Spirits, etc.. . . .	12,083	4,023	4,822
Animals, living.. . . .	24	160	19
Apparel and attire.. . . .	14,431	26,274	46,676
Boots and shoes.. . . .	14,418	8,169	7,321
Piece-goods, cotton, etc.. . . .	276	287	1,304
Sewing silks, etc.. . . .	3,283	4,386	4,606
Other textiles.. . . .	4,842	4,489	7,818
Oils, fats and waxes.. . . .	4,205	5,873	4,564
Ores and metals.. . . .	266	2,413	15,511
Agricultural implements.. . . .	260,798	261,878	204,139
Engines.. . . .	879	3,263	2,956
Printing machines.. . . .	10,072	768	798
Other machinery.. . . .	5,237	7,034	11,949
Metal manufactures.. . . .	25,854	301,991	176,183
Rubber manufactures.. . . .	40,485	36,393	67,006
Leather manufactures.. . . .	155	127	408
Furniture.. . . .	23,159	7,862	985
Timber.. . . .	67,982	17,653	4,363
Wood manufactures.. . . .	4,087	3,909	2,404
Printing paper.. . . .	149,050	122,688	267,834
Stationery and paper, n.e.i.. . . .	6,624	26,077	30,186
Jewellery, etc.. . . .	271	543	2,155
Scientific instruments.. . . .	308	567	601
Medicines and drugs.. . . .	17,202	32,449	28,526
Arms and explosives.. . . .	88	151	16,882
Musical instruments.. . . .	2,014	4,033	4,262
Bicycles and parts.. . . .	10,135	4,198	9,622
Vehicles, motor cars and parts.. . . .	211,039	216,246	401,951
All other articles.. . . .	8,942	15,079	34,379
Total imports, produce or manufacture of Canada.. . . .	£964,826	£1,235,452	£1,527,023

Australian Exports to Canada.

The direct Australian exports to Canada are chiefly shipped by the Canadian-Australasian mail steamers—under contract with the Canadian Government—loading at Sydney for Victoria and Vancouver. Several cargo steamers are also engaged in the trade between Australia and the Pacific Coast ports of Canada and the United States. There are no direct shipments from Australia to Eastern Canadian ports.

The bulk of the Australian exports to Canada was composed of items of primary production such as hides and skins, wool, meats and other articles of animal origin. The exportation of hides and skins and meats has been prohibited for some considerable time, but quite recently there has been some modification in regard to frozen meats.

The marked increase in the 1915-16 exports to Canada is entirely attributable to gold specie to the value of £486,000, which is classified in the schedule of “all other articles.”

The Australian exports to Canada are shown thus:—

Articles.	1913. Value.	1914-15. Value.	1915-16. Value.
Foodstuffs of animal origin—			
Butter...	£ 9,985	£ 9,458	—
Meats...	81,861	12,583	£ 2,994
Other...	1	317	2
Vegetable products...	8,053	57,800	3,990
Spirits, etc...	395	106	8
Animal substances—			
Hides and skins...	33,358	248,015	143,230
Wool...	5,361	41,461	31,631
Other animal substances...	43	8,602	21,972
Apparel, textiles, etc...	344	692	1,178
Oils, fats and waxes...	8,975	3,626	2,604
Coal...	8,374	1,145	2
Metals, manufactured...	1,423	432	162
Timber, undressed...	8,028	990	321
All other articles...	2,992	3,335	513,354
Total...	£169,193	£388,562	£721,448

Australian Trade with the United States.

As emphasized in former reports, Australian importations of manufactured goods and products from the United States are, to a very considerable extent, analogous to Australian importations from Canada.

Many lines of manufactures are quite similar in character, hence Canadian manufacturers and exporters are interested in the trade transacted by their chief competitors in oversea markets.

The strong position achieved by United States exporters in the Australian trade—apart from special products of the country, such as kerosene, petrol, turpentine, etc.—has, in the main, been derived from effective representation, either by direct travellers or through local agents, combined with the services rendered by New York commission houses, and San Francisco lumber brokers, which have branch offices and sample rooms established in the principal Australian importing centres. With European and to a great extent United Kingdom sources of supply cut off, it is not surprising that there was a marked increase in the Australian importations from the United States in 1915-16.

The appended schedule gives a summary of the values of the imports and exports, and the total trade, in recent years:—

Trade with the United States.	1913.	1914-15.	1915-16.
Australian imports from United States ..	£10,908,653	£10,871,298	£15,864,516
“ exports to United States.. ..	2,631,058	4,947,446	17,646,904
Total trade	£13,539,711	£15,818,744	£33,511,420
Increase of imports from United States, 1913 over 1912.. .. .			£ 144,396
Decrease “ “ 1914-15 over 1913.. .. .			37,355
Increase “ “ 1915-16 over 1914-15.. .. .			4,993,218

Imports from the United States.

The following table gives the classification and value of merchandise of United States origin, showing increases and decreases, imported into the Commonwealth in 1914-15 and 1915-16:—

	1914-15.	1915-16.	+ Increase. — Decrease.
Foodstuffs of animal origin.. . . .	£ 298,639	£ 668,726	+£ 370,087
Foodstuffs of vegetable origin.. . . .	500,285	1,596,305	+ 1,096,020
Beverages (chocolate, cocoa, etc.).. . . .	14,275	12,701	— 1,574
Spirits and alcoholic liquors, etc.. . . .	45,460	38,479	— 6,981
Tobacco and preparations thereof.. . . .	673,773	743,233	+ 69,460
Live animals.. . . .	2,059	880	— 1,179
Animal substances (glue, etc.).. . . .	10,454	14,731	+ 4,277
Vegetable substances (resin, seeds, etc.).. . . .	48,360	104,558	+ 56,198
Apparel, textiles and manufactured fibres.. . . .	709,110	1,266,449	+ 557,339
Oils, fats and waxes (kerosene, etc.).. . . .	1,076,626	1,706,940	+ 630,314
Paints and varnishes.. . . .	95,855	120,580	+ 24,725
Stones and industrial minerals.. . . .	23,579	25,044	+ 1,465
Metals and ores, unmanufactured.. . . .	27,435	26,853	— 582
Metals, partly manufactured.. . . .	130,072	412,536	+ 282,464
Machinery and manufactures of metal.. . . .	3,210,904	3,731,020	+ 520,116
Rubber and leather manufactures (not boots)	443,314	782,272	+ 338,958
Wood, raw and manufactured (furniture, lumber, etc.).. . . .	1,210,756	1,016,368	— 194,388
Glassware, plaster of Paris, etc.. . . .	126,287	220,424	+ 94,137
Paper, printing, etc.. . . .	445,166	401,390	— 43,776
Jewellery, clocks and fancy goods.. . . .	131,896	193,044	+ 61,148
Instruments, optical, surgical, etc.. . . .	220,813	274,047	+ 53,234
Drugs, medicines, chemicals, etc.. . . .	308,530	414,288	+ 110,758
Arms, explosives, motor cars, bicycles.. . . .	1,122,650	2,093,648	+ 970,998
Total imports of United States origin.. . . .	£10,871,298	£15,864,516	+£ 4,993,218

Exports to United States.

The first impression the appended schedule must convey is the remarkable increase in the Australian exports in 1915-16 to the United States, which, however, is capable of explanation. Miscellaneous articles are credited with no less than £7,520,524, of which £7,504,512 is attributable to gold specie and this item is also responsible for £492,544 in the exports of other than Australian produce. The bulk of the exports of merchandise was comprised in wool, valued at £8,381,302.

Particulars of Australian exports to the United States in 1914-15 and 1915-16 are shown thus:—

	1914-15.	1915-16.	+ Increase. — Decrease.
Foodstuffs of animal origin.. . . .	£ 327,922	£ 44,184	—£ 283,738
Foodstuffs of vegetable origin.. . . .	8,178	4,954	— 3,224
Animal substances (wool, skins, hides).. . . .	3,933,930	9,132,177	+ 5,198,247
Vegetable substances.. . . .	8,463	34,449	+ 25,986
Apparel, textiles, etc.. . . .	2,251	2,326	+ 75
Oils, fats and waxes.. . . .	12,241	11,261	— 980
Stones and industrial minerals (coal and coke).. . . .	55,521	27,832	— 27,689
Metals not manufactured and ores.. . . .	293,960	817,761	+ 523,801
Machinery and metal manufactures.. . . .	6,263	7,191	+ 928
Rubber, leather, etc.. . . .	3,045	14,698	+ 11,653
Wood (timber, etc.).. . . .	4,029	7,094	+ 3,065
Earthenware, etc.. . . .	65	41	— 24
Paper and stationery.. . . .	13,764	4,374	— 9,390
Jewellery, precious stones, etc.. . . .	5,111	5,576	+ 465
Drugs, chemicals (eucalyptus oil, etc.).. . . .	3,873	12,462	+ 8,589
Miscellaneous articles.. . . .	268,830	7,520,524	+ 7,251,694
Total exports of Australian origin.. . . .	£ 4,853,522	£17,096,900	+£12,243,378
Total exports other produce.. . . .	93,924	550,004	+ 456,080
Total.. . . .	£ 4,947,446	£17,646,904	+£12,699,458

Importations of Interest to Canadians.

A comprehensive review of the 189 distinct classifications of the importations into Australia in 1915-16 is, manifestly, not possible within the limits of this report.

The trade returns of the Commonwealth are held for reference in the Department of Trade and Commerce, Ottawa, to whom application can be made for copies of any special schedules required by manufacturers and exporters.

As in previous years, it is only considered necessary to review the principal lines of goods and products of likely interest to Canadian manufacturers to emphasize the large trading requirements of the Commonwealth.

In subsequent paragraphs will be found particulars relative to the principal lines of Australian imports in 1915-16 which are considered to be of special interest to manufacturers.

NOTE.—Part II of this report will be published in the next issue of the *Weekly Bulletin*.

SOUTH AFRICA.**REPORT OF TRADE COMMISSIONER.**

(*Mr. W. J. Egan.*)

CAPE TOWN, S.A., June 26, 1917.

CANADA'S WOOD AND MANUFACTURES OF—TRADE WITH SOUTH AFRICA.

Owing to restriction on regular shipments and an extra demand for Douglas fir, there were many special efforts put forth during 1916 to secure wood of all kinds from Canada.

The ocean freight conditions prevented advantage being taken of the opportunity. It is, however, satisfactory to report that Canadian deals are and will be in better demand, and that the first sample lot of special quality Douglas fir lumber, tested by the South African Government Railways, has proved so satisfactory that a repeat open order has been placed and tenders issued making demand for big quantities.

The handicap to Douglas fir at this end seems to be an inclination on the part of the regular importers to avoid dealing in the special grades of Douglas fir, due to the fact that profits are liable to be more limited than they are on a cargo of say merchantable, the Canadian shipments of which are such an average high grade that the dealer here has been accustomed to make his own grades and often the bigger percentage of a cargo has been sold as a mark above merchantable, while the inferior part of the shipment has been sold at good profit as merchantable.

These conditions the British Columbia trade will have to meet in some way, such as stocking at this end, or representation, which will have the effect of forcing regular dealers to handle "railroad quality" and others in the lumber and will be helpful in introducing shingles, doors, windows, shooks, staves and every other line which can be manufactured in Canada from the British Columbia woods. As far as I can learn only one South African firm has made any effort to quote on Canadian timber tenders as submitted by the South African Railways.

In lumber rough or planed, Canada's 1915 shipments to South Africa were 1,254,212 cubic feet, valued at \$271,300, and in 1916 the value was \$254,300 for 960,543 cubic feet.

Good headway has been made in other lines of wood goods which are touched on under separate headings further on in this report.

The tables under each heading are arranged for comparison to United States trade as compared with Canada's export to this market, including the total

imports and imports from other countries. The figures of trade for 1913 have been placed in the table so that some idea may be had of the value of this market in normal times.

Flooring and Ceiling—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Norway.
1913..	\$1,229,000	\$13,000	\$20,700	.....	\$867,000	\$313,000
1915..	365,000	15,400	6,500	.....	168,500	173,800
1916..	668,600	8,500	4,500	420	329,000	319,400

Sweden's shipments in 1916 were 587,525 cubic feet, compared with 2,830,614 cubic feet in 1913. Norway was able with Sweden to ship through the danger zone about the same quantity in 1916, delivering in South Africa 571,407 cubic feet. Norway's 1913 shipments were 1,026,397 cubic feet.

These countries score because they are able to ship to standard grades and have plenty of low grade for shipment.

Russia's best year of export in this line was 1913, when she shipped 39,421 cubic feet at a value of \$10,600.

Wood, Planed and Grooved—Imports (other than Flooring and Ceiling).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Russia.
1913..	\$145,000	\$57,800	\$59,800	\$3,100	\$15,200	\$3,900
1915..	58,600	14,600	32,000	490	9,200	105
1916..	61,000	28,700	27,300	175	1,450	95

If the above table is coupled with the flooring and ceiling imports it will be seen that on both entries Canada has made good headway over 1915 in value but in comparison with 1913 there is a big drop, all due to restricted ocean freight. Norway and Japan shipped small quantities under this heading in 1916.

Pine, Unmanufactured—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Norway.	Russia.
1913..	\$2,518,000	\$151,000	\$521,000	\$170	\$1,254,000	\$503,000	\$75,800
1915..	1,129,000	148,000	240,800	5	593,000	159,000	30,600
1916..	2,082,000	110,400	258,000	....	1,305,000	190,000	213,200

Canada's figure of trade under this heading dropped from \$352,000 in 1910 to \$145,000 in 1912, and an advance was made in 1913 to \$151,000 followed by another increase in 1914 to \$196,000 and again a decrease during the past two years due to limited ocean tonnage for lumber.

In normal times there is an additional market to the above table, as the South African Government Stores' purchases average each year about \$229,000.

Wood and Timber, Unmanufactured, N.O.D.—Imports (all other except Oak, Pine, Poplar, planed and grooved).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	Russia.
1913..	\$290,000	\$50,000	\$52,300	\$4,800	\$81,000	\$67,800
1915..	176,700	85,800	33,400	1,350	53,700	2,300
1916..	163,700	80,500	36,000	3,200	36,000	—

The total imports in 1913 under this heading were 1,098,684 cubic feet which dropped to 487,469 cubic feet in 1915 and 396,800 cubic feet in 1916. Canada's trade under this heading continued to improve and will do so in the future as the South African box shoo manufacturers are using more of the Canadian spruce deals for their plant. Quality of and improvement in regularity of cut is the factor which

makes the Canadian deal popular. If our Canadian box shooek manufacturers were to adopt machinery as used in Sweden, they would then be in a position to compete in box shooeks, which would be to Canada's advantage. Poplar imports in normal times average about 90,000 cubic feet and Canada has shipped occasionally small quantities. More of this wood should come from Canada; it is used as a shelving and by the cart and carriage manufacturers in South Africa.

Box Shooeks—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Norway.
1913..	\$452,000	\$ 345	\$ 4,600	\$68,100	\$313,000	\$50,500
1915..	510,000	8,700	2,100	36,500	415,700	39,100
1916..	919,000	9,000	8,500	56,000	777,000	57,500

During the past two years some headway has been made and some sample orders have been placed with British Columbia manufacturers. Sweden with machinery that uses up all waste wood in this industry has controlled the trade and with Canada's supply of raw material it only requires up-to-date methods to secure a valuable trade which is going to be very much larger owing to the immense development of the fruit and other South African industries.

Many trade inquiries have been submitted without any real results as yet, but there is every hope that with fair shipping conditions from the Pacific, British Columbia will secure a good share of this trade.

Eastern Canada should also make an effort in this article, as it is a permanent and growing demand.

Staves—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$68,600	\$ 65	\$53,000	\$4,700	\$9,000
1915..	36,500	1,750	33,400	400	—
1916..	40,000	1,650	35,700	1,400	—

Through the medium of this office orders have been placed in Ontario for South African dealers by their New York agents. The white oak is required for the bulk of the staves imported. France and Japan are also shippers.

Cusks, Wood—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Norway.	British Guiana.
1912..	\$27,000	.....	\$3,200	\$6,400	\$10,900	—
1915..	34,400	.....	1,400	7,750	12,200	\$8,700
1916..	41,000	.....	775	7,400	5,200	18,400

As the year 1913 was the smallest in value for the four pre-war years, the 1912 figures of import are shown as they are more of an average value.

Pre-war, Germany shipped an average value of \$4,000. In 1916 Portugal shipped to a value of \$7,300.

Handles, Wood—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Norway.
1913..	\$ 91,000	\$1,600	\$56,200	\$29,000	\$ 400	\$ 640
1915..	70,000	3,700	51,500	11,700	900	1,750
1916..	106,700	5,450	68,800	24,900	4,000	2,125

This is a line on which, owing to representation of several Canadian manufacturers, Canada is making good headway, particularly in tool handles, as the maple wood handle is being given a fair test.

Doors and Frames—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Norway.
1913.. . . .	\$282,000	\$ 720	\$139,000	\$61,600	\$58,900	\$7,500
1915.. . . .	83,500	230	51,400	5,600	23,700	2,600
1916.. . . .	136,800	1,800	74,900	7,600	44,900	5,200

It is a matter of price which controls this trade, the dealers claiming that they buy a cheaper door in the United States of America than they can buy in Eastern Canada. The Swedish door is light and cheap. If some scheme of stocking British Columbia doors could be put in force a demand would be created as the sample doors exhibited have left a good impression with the architects who state they could often specify, but say it is useless without stock in the country.

Wood-pulp or Wool—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Norway.
1913.. . . .	\$26,700	.....	\$3,600	\$950	\$ 9,600	\$ 290
1915.. . . .	19,650	.....	65	900	17,500	1,150
1916.. . . .	32,900	.....	5,200	825	24,000	2,600

Excelsior for fruit packing is in steady demand and will grow with the South African fruit export trade.

Wood, Manufactured, N.O.D.—Imports (not handles, boxes, casks, doors, frames or staves).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Russia.
1913.. . . .	\$270,000	\$ 5,300	\$55,400	\$78,800	\$32,000	\$33,300
1915.. . . .	174,600	7,100	42,000	59,800	12,100	42,900
1916.. . . .	270,000	26,200	75,000	68,000	16,650	60,000

Representation in the field accounts for most of the Canadian increase in woodenware which is one of the items of entry under this heading.

Sleepers, Railway—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	Germany.
1913.. . . .	\$31,800	.....	\$600	\$ 8,800	\$ 5,700	\$15,500
1915.. . . .	79,000	.....	470	40,800	27,300	5,250
1916.. . . .	16,000	.....	250	8,400	4,450	—

Sleepers, Railway—Imports (South African Government Stores).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	Norway.
1913.. . . .	\$1,510,000	.....	.....	\$305,000	\$935,000	—
1915.. . . .	840,000	.....	\$100	.....	735,000	—
1916.. . . .	693,000	.....	.....	.....	596,000	\$99,000

For the hardwood railway sleepers, many sources of supply have been tapped from time to time, and such countries as Chile, Siam, Dutch East India Islands and German East Africa, have supplied. The Australian Jarrah wood sleepers are the favourite sleepers with the Railway Administration. If German and British East African territory does not prove a regular source of supply in the future, there should be a big field for the creosoted Douglas fir, as all export markets in hardwood seem to be running short, and as a consequence the price is so high that it will permit a softer wood sleeper to compete, if low enough in price to allow for renewals and expense of same as compared with the higher priced, more staple and longer life of the hardwood sleeper.

The South African Railways Administration have promised to give the creosoted Douglas fir a good trial, just as soon as ocean freights permit.

Furniture, School and Church—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$105,000	\$650	\$24,600	\$66,000	\$8,500
1915..	42,500	....	7,900	33,500	105
1916..	35,700	30	3,600	30,070	780

Furniture, all other—Imports (not School, Church or Bedstead).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Japan.	Italy.
1913..	\$1,411,000	\$65,500	\$195,000	\$903,000	\$21,200	\$14,300	\$8,700
1915..	533,000	51,500	103,500	328,000	12,200	9,800	4,500
1916..	752,070	92,950	193,800	349,080	25,640	40,200	9,060

For furniture in the k.d.s., Canadian furniture has a splendid reputation in South Africa and as more Canadian firms are showing an interest the outlook for increased trade is very good indeed. It is also well to submit that during the past year South African firms have made many more inquiries than usual for particulars. The names of all Canadian firms, with their catalogues have been submitted to the inquirers, and we know that much new business has resulted. The latest catalogues and price lists should be on file at this office and manufacturers are requested to keep up-to-date on this score. The firms securing the best share of the trade are represented. Illustrations and reports have been submitted to the trade in *Weekly Bulletin*.

Frames, Picture—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$21,000	\$125	\$4,600	\$10,500	\$5,500
1915..	11,400	110	4,100	6,500	210
1916..	16,040	5	9,370	6,300	20

Many South African inquirers for purchase and representation have been submitted to Canadian manufacturers, but war conditions have prevented immediate trade.

Carriages and Carts and Parts—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	Germany.
1913..	\$199,000	\$21,500	\$127,000	\$42,600	\$3,000	\$920
1915..	84,600	3,400	67,000	6,000	7,800	30
1916..	97,500	12,500	79,000	4,500	1,700	—

As the greater part of the imports under this heading are for hubs, rims, spokes, shafts and other wood parts, this table is included here. While the total business is not up to pre-war years the prospects are the best as orders have been placed with new customers who express satisfaction with parcels in hand and in many cases repeat orders have been put on. Some South African firms complain of slow deliveries but they evidently have not considered all the obstacles to prompt shipments.

RUSSIA.

REPORT OF TRADE COMMISSIONER.

(Mr. C. F. Just.)

PETROGRAD, July 4, 1917.

MEASURES FOR THE DEVELOPMENT OF RUSSIAN SHIPPING.

The rehabilitation and development of the Russian mercantile marine must be included among the urgent economic problems now before the Russian Government. With the elimination of German shipping interests as intermediaries in the sea-borne trade of Russia, the Government recognizes the importance of immediate measures calculated to secure the increased activity of the commercial marine after the war, and of creating conditions that will promote the independence of the overseas commerce of Russia, and the establishment of a commercial fleet in conformity with the economic wealth of the country.

Great interest attaches, therefore, to the proposals having these objects in view which have been put forward by the Ministry of Trade and Industry in an explanatory memorandum accompanying the estimates of that department for 1917, the principal points of which are summarized below.

Official Proposals.

The departmental memorandum lays down the two main principles as governing the developments of national shipping.

1. The creation of favourable shipping conditions in general which would place Russian shipowners on an equal footing with shipowners in other countries.

2. The increase of Russian mercantile marine by such a number of ships which would not only replace the losses sustained during the war, but make it possible for Russian merchant vessels to take an active share in the trade movement of the most important sea routes.

It is insisted that Russia's activities must be directed towards maintaining in full efficiency, and even in adding to, all her steamship services which have not been interrupted by the war, viz., in the White sea and the adjacent waters of the Arctic ocean, the Caspian sea and in the Far East. In the regions served by these lines great developments are to be expected; in the north from the construction of the Mourman railway, in the south from the development of relations with Persia and the Russian dominions in Central Asia, while in the Far East the growing fishing industry and the development of the maritime provinces are creating unexpected traffic conditions which will have to be met.

Another important task to be undertaken will be the re-establishment of those shipping lines which have been suspended during the war, the most important being the Black Sea Coast services of the Russian Trading and Shipping Company; those on the Danube and the river Prout maintained by the Russian Danube Shipping Company; the traffic with Persia and the Near East by way of the Black sea and Mediterranean, which has been in the hands of these two companies; and, lastly, the Odessa-Vladivostok Line of the Russian Volunteer Fleet.

Additional Steamship Services.

Concurrently with the re-establishment and expansion of existing steamship lines, vigorous action is recommended in connection with plans which have been prepared by the department for certain new shipping services.

(1) A line from Odessa to London for the exportation of perishable products from Russia; this line is intended to take over in future the Russian exports that were formerly sent abroad via Austria.

(2) A line from the Baltic ports to Vladivostok, which it is considered will prove useful in securing return shipments from the Far East and facilitate the direct importation of foreign grocery goods which hitherto have been received through foreign distributing centres; and

(3) Services establishing communication between Russian and foreign ports in Europe with the estuaries of the rivers Ob and Yenise for the development of the natural resources of Siberia.

Steamship Communications with Allied Countries.

Besides the above proposals there remains the question of establishing new lines to promote direct commerce with the Allies of Russia, as for instance:—

(1) A line between Russian Baltic ports and France.

(2) One from the Black sea to France and Italy; and finally,

(3) The consideration of the development of direct communication with North America via the Baltic and the Black sea.

"In this respect," says the Departmental Memorandum, "special importance must be attached to the establishment of direct shipping lines to America under the Russian flag for the purpose of securing an extensive passenger traffic on Russian ships. It is to be expected that after the close of the war emigration abroad will be resumed, though perhaps on a limited scale at the outset, and it is most important that this movement should be directed to Russian ports and effected through Russian ships. A Bill regulating the emigration movement in this direction is already being prepared by the Ministry of Trade and Industry."

Bounties and Free Ships.

In regard to general measures the granting of shipping bounties is strongly advocated by the department, and it is urged that the measure will be adopted before the termination of the war. It is believed that bounties would have some influence on the domestic construction of ships.

The refunding of the dues paid by ships passing through the Suez canal will be maintained in the future, and a similar measure is being proposed in regard to the Panama canal.

Russian shipowners are to be assisted in securing credit facilities by means of an enactment which will provide for the registration of trading vessels and the mortgaging of same.

In order to secure the desired increase of the number of merchant vessels on the Russian register the existing law regulating the duty-free admission of merchant vessels purchased abroad is to continue in force indefinitely; regulations also will be issued authorizing the advancing of sums of money for the acquisition of ships abroad.

A clear picture of the tonnage requirements of Russia's seaboard trade before the war can be had from the attached table which has been compiled from the Official Russian Navigation Statistics. It is not possible of course to say what the position will be when relations with the outside world are resumed. It may be assumed, however, that on the whole the tonnage requirements will be greater than in the past, having regard to the determination of the Russian Government to discourage trade exchange by the western land frontier and to favour by all possible means the development of Russian ports and sea communications.

Russia's Mercantile Marine.

In conclusion the following information regarding Russia's mercantile marine may be of interest. The latest figures published by the Statistical Bureau of the Ministry of Commerce show that on January 1, 1914, Russia's mercantile fleet consisted of 3,700 vessels with a total of 783,000 net registered tons. Of these, 1,044 were steam vessels of a net registered tonnage of 513,000 tons, 59 motor boats, 13,000 registered tons, and 2,597 sailing vessels of 257,000 tons.

Of the steam tonnage there were ships on the Black sea and the sea of Azov with a net registered tonnage of 241,000, on the Baltic 129,000 registered tons, on the White sea, 13,000 registered tons, on the Caspian sea 106,700 registered tons, and on the Pacific ocean 23,500 registered tons.

Companies own the greatest number of steamers, single owners 31.7 per cent of the total number and 16.2 per cent of the total tonnage; trading houses and joint owners, 23.9 per cent and 17.6 per cent respectively.

The greatest number of steamships were built in the United Kingdom, viz., 388, with a registered tonnage of 517,088 tons, Germany following with 96,021, Sweden with 54,242, Austria 25,167, Denmark with 28,050, and Belgium with 12,625 tons.

Shipbuilding in Russia.

There were built in Russia 187 steamers with a gross tonnage of 107,642; the machinery, however, for these boats is mostly foreign built.

From what precedes it will be seen that the construction in Russia of sea-going tonnage for the mercantile marine is somewhat small in amount. And in view of the facilities that are to be provided in future for the purchase of such vessels abroad local construction is hardly likely to show great development. As a matter of fact, shipbuilding in Russia has been confined hitherto chiefly to the provision of vessels of all classes for the Russian navy, and both the naval dockyards and the few private yards are generally full of government work; the latter also execute general ship repairs. Of interest in this connection is the construction of a large number of submarine craft to cost seventy million roubles which was arranged for by the late régime in 1916 with an American shipbuilding corporation. The boats are to be built in Russian yards under the supervision of submarine boat officials. According to a statement in the Russian Year Book, the contracts provide for the construction on a royalty commission basis of $7\frac{1}{2}$ per cent on the total cost of the boats, the amount being guaranteed to the building company by the National City Bank which has made arrangements with the Russian Government to finance construction of the boats.

The government dockyards are situated at Petrograd (3), Cronstadt, Libau, Reval (on the Baltic); at Sebastopol, Nicholaieff (on the Black sea); at Vladivostok, in the Russian Far East. The chief private yards are at Petrograd (2), Riga (2), Reval (2) on the Baltic, Nicholaieff on the Black sea and also at Helsingfors and Abo in Finland. Of these private yards the Poutilov Works at Petrograd are the largest and best equipped with facilities for building commercial vessels up to 10,000 tons.

STATEMENT of the average annual sea-going movement of shipping in Russian ports for the five-year period 1908-12, showing the average number of ships entered and cleared under the principal flags, the average tonnage of such ships, the percentage of the ships of each flag arriving and clearing with cargo, and the average quantity of cargo loaded and discharged.

Inward.

Russian waters and principal flag.	Average number of vessels inwards.	Percentage of total.	Average tonnage in registered tons.	Average Percentage of ships arriving with cargo.	Average quantity of goods loaded in thousands of goods. (62 pds. = 1 ton)
White Sea and Arctic Ocean—	1,059	.....	.....	.....	4,640
1 Russian.....	3·3	36·3	141	95·5	2,110
2 Norwegian.....	194	18·3	896	5·5	540
3 German.....	136	13·0	1,124	8·1	840
4 British.....	120	11·5	1,370	7·6	365
The Baltic—	7,198	.....	.....	.....	313,420
1 Russian.....	998	14·0	690	73·1	34,370
2 Swedish.....	977	13·4	530	55·1	30,506
3 Norwegian.....	655	10·2	720	71·3	39,345
4 Danish.....	1,413	19·7	748	53·6	44,840
5 German.....	1,806	25·0	682	65·4	67,360
6 Dutch.....	190	2·6	1,151	68·6	19,300
7 British.....	993	14·0	1,076	65·5	73,740
Black Sea and Azof Sea —	4,500	.....	.....	.....	29,950
1 Russian.....	566	13·5	1,180	62·9	8,170
2 German.....	240	5·4	1,850	62·3	5,800
3 British.....	1,402	31·0	2,085	7·5	5,500
4 French.....	145	3·3	2,220	69·2	2,090
5 Italian.....	210	4·4	1,556	41·2	2,900
6 Austro-Hungarian...	293	6·6	2,080	27·4	2,000
7 Greek.....	632	14·0	1,410	8·2	1,850
Pacific Ocean—	690	.....	.....	.....	20,230
1 Russian.....	176	26·0	1,653	94·9	4,700
2 Norwegian.....	63	9·0	1,020	52·5	1,700
3 German.....	86	12·0	1,840	90·3	3,270
4 British.....	54	8·0	2,470	49·3	3,400
5 Chinese.....	24	3·4	1,335	94·3	420
6 Japanese.....	256	36·0	894	94·9	5,350

STATEMENT of the average annual sea-going movement of shipping, etc.—*Continued.**Outward.*

Russian waters and principal flag.	Average annual number of vessels outwards.	Percentage of total.	Average tonnage in registered tons.	Average Percentage of ships leaving with cargo.	Average quantity of goods loaded in thousands of pounds.
					(62 pds. = 1 ton)
White Sea and Arctic Ocean—	1,016				71,123
1 Russian	343	33·0	163	95·9	3,240
2 Norwegian	194	19·1	196	98·0	16,000
3 German	136	13·5	1,122	99·1	14,000
4 British	120	12·0	1,378	99·7	14,200
The Baltic—	7,265				343,000
1 Russian	1,056	14·6	693	95·8	37,000
2 Swedish	975	13·0	532	86·6	36,700
3 Norwegian	760	10·4	726	74·6	35,000
4 Danish	1,413	19·3	750	89·5	72,700
5 German	1,826	24·8	681	87·9	83,000
6 Dutch	190	2·4	1,152	84·3	12,500
7 British	1,002	13·8	1,084	81·9	62,200
Black Sea and Azof Sea—	4,336				621,650
1 Russian	471	11·2	1,186	81·9	21,500
2 German	236	5·6	1,856	78·9	27,000
3 British	1,392	32·0	2,086	96·6	328,000
4 French	145	3·4	2,236	92·7	8,000
5 Italian	211	4·6	1,563	92·5	25,000
6 Austro-Hungarian	293	7·0	2,080	95·4	57,000
7 Greek	632	14·4	1,408		108,000
Pacific Ocean—	673				21,000
1 Russian	164	24·2	1,020	68·9	1,560
2 Norwegian	70	9·4	1,837	29·1	760
3 German	66	12·6	1,837	80·1	2,020
4 British	62	8·0	2,473	64·2	10,600
5 Chinese	22	3·6	1,130	85·9	40
6 Japanese	250	37·0	900	78·7	3,160

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(Mr. J. Forsyth Smith.)

LIVERPOOL, June 22, 1917.

ENGLISH APPLE CROP PROSPECTS.

Early in the season, there was the promise of a bumper crop following last year's shortage, as the blossom was abundant. Difficulty in securing the necessary labour, however, led to considerable neglect of orchards, and the ravages of the tent caterpillar have been extensive, the editor of the principal English fruit paper stating that he has never seen apple blossoms so widely destroyed by insect pests as this season. The estimate, at present, is not for more than a quarter of a crop of apples and less than a quarter of a crop of pears.

FIRST AUSTRALASIAN APPLES.

The first Australian and Tasmanian apples have reached the United Kingdom during the past week. The first lots sold in London brought fancy prices as follows: Jonathans, 42s. to 48s. per bushel box; Cleopatras, 40s. to 46s.; New York Pippins, 42s. to 46s. About the same time Liverpool received about 60,000 cases of Tasmanian apples, which will constitute the only direct Australasian importations into that port this year. The steamer was much overdue, and, while some parcels are good, there is considerable waste in evidence. The Ribstons were particularly unsatisfactory, and the general pack and quality was inferior to that of western box apples. Prices at the sale yesterday were: Jonathans, 34s. to 40s.; New York Pippins, 35s. to 29s. 6d.; Cox's Orange, 25s. to 36s.; Ribstons, 24s. to 26s. 6d.; Cleopatras, 35s. to 40s.; Blenheim's, 24s. to 25s.

THE APPLE EMBARGO.

The fruit trade are arranging for a delegation representing all interests throughout the United Kingdom, brokers, importers, wholesalers and retailers, to meet the Premier, Mr. Lloyd George, and present a strong case for the modification of the restrictions on the importation of transatlantic apples. They wish, if possible, to get away from any concession on a percentage basis, and their case will set forth the greatly decreased quantities of apples received during the past two years as compared with normal imports, claiming that Government restriction is unnecessary in view of the fact that shipping space shortage will automatically cut down imports to a level far below the requirements of the country. It seems most likely, however, if any concessions at all are granted, that they will be in the direction of permitting the importation of a percentage of the imports of previous years. If this proves to be the case, it is to be hoped that the basis taken for the percentage calculation will be that of a year of normal imports, as 50 per cent of Canadian imports during 1916 would be more than Nova Scotia, alone, sent London last year.

One rather encouraging thing in connection with the present situation is the fact that permission has recently been given to import 40 per cent of 1916 shipments of all kinds of French fruits, including, of course, apples. Another point that should be borne in mind is that oranges are admitted to the extent of 25 per cent of 1916 imports, and that the Government have also made arrangements for the importation of certain quantities of Italian oranges over and above the 25 per cent admitted by general regulation.

Of course, it is clear, that, even if satisfactory concessions are received from the Government, apple shippers will still have before them the serious problem of securing shipping space, and the obstacle of high freight rates. It may well be that these difficulties would make actual shipments much less than any percentage quantity permitted. Permission was secured for the admission of Australian apples to the extent of 50 per cent of 1916 shipments, or about 500,000 boxes, but it is now certain that the quantities actually imported will fall far short of these figures. Orange freight-rates from Spain have advanced from 1s. per case in pre-war times to 18s. 6d., the freight alone costing more than used to be paid for a case of oranges delivered to the retailer. No such ratio of increase is probable in the case of apples, or the cost would be prohibitive. It is altogether likely, however, that apple rates will show a sharp advance over rates in effect last year, although these were three times as high as pre-war figures.

THE BRITISH APPLE EMBARGO.

REPORT OF FRUIT TRADE COMMISSIONER.

(*Mr. J. Forsyth Smith.*)

LIVERPOOL, August 16, 1917.

The efforts of the fruit trade of the United Kingdom to secure a modification of the apple embargo have not met with success, the official reply to representations made being that, "after careful consideration, and in view of the present shipping situation, it has been found impossible to agree to any further relaxation of the prohibition of fruit at present, nor can it be foreseen when it will be practicable to give effect, either wholly or in part, to the request put forward by the fruit trade."

In reply to the specific contention of the trade that apples, as a light weight commodity, might usefully be permitted to occupy space otherwise left unfilled in boats laden with heavy compact goods, the authorities state that all available space is now required for imports considered of more importance to the community.

The fruit trade are enlisting the support of all affected organizations in further efforts to secure a modification of the embargo, but the outlook is not promising.

The following is taken from the *Liverpool Post* of August 16: "Liverpool fruit importers decided at a meeting yesterday to invite the co-operation of all trade associations connected with the fruit trade of the country in an attempt to secure from the Government some modification of the fruit import restrictions, which put a complete embargo upon the importation of apples into the United Kingdom. Such associations comprise fruit importers, wholesale merchants, and retail fruiterers.

The Official Quietus.

"Similar action to that of the Liverpool fruit importers is being taken, it is understood, by fruit importers in all the big centres of the country. This step follows the decision of the Board of Trade and the Shipping Controller that

"After careful consideration, and in view of the present shipping situation, it has been found impossible to agree to any further relaxation of the prohibition of fruit at present, nor can it be foreseen when it will be practicable to give effect either wholly or in part to the request put forward by the fruit trade."

"The effect of the official decision, if no modification can be secured, will be very serious to apple merchants, and particularly to retail fruit dealers. It is probable the large importers may have been able to make such provision as will enable them to weather the storm without any irreparable loss for at least twelve months, but the possibility of the small retail fruiterers having been able to do so is questionable. The mainstay of their winter trade is admittedly apples and oranges, and of the one there will be none arriving in the country this winter, and of the other only a small remaining residue of the 25 per cent allowed to be imported under the restrictions. Hence the retail fruit shops will have to depend for their winter trade almost entirely upon a small orange supply, grapes to the quantity of 25 per cent of last year's importations, lemons, and a curtailed supply of bananas at considerably stiffened prices.

Light Cargo.

"Last year's apple importations into the United Kingdom even under restricted tonnage amounted to 1,400,000 barrels, and of these Liverpool had the equivalent of

60,000 barrels. As this meant a reduction to the United Kingdom on pre-war importations of 1,600,000 barrels, and to Liverpool of, roughly, 900,000 barrels, the effect of no apple importations at all may be realized.

"The contention of the dealers is that a total prohibition is unnecessary, and that the Government contention that tonnage is not available for apple cargoes is not in accordance with actual facts and out of keeping with shipping conditions as they really operate in practice.

"Without desiring to take tonnage space for apples which could otherwise be devoted to carrying of cargoes more essential to the national interests—as wheat and munitions, for instance—apple dealers declare their actual experience to be that ships often arrive in the home ports with cargoes that do not bring the ships down to their marks, so indicating available space for some additional light cargoes. Apples, say these dealers, are a light cargo, showing only about 82 cubic feet to the ton in cases and 100 cubic feet in barrels as compared with some 46 cubic feet for wheat.

Modification Asked.

"But we are not," says one Liverpool apple importer, "asking that any wheat tonnage shall be sacrificed for apples. Our case is simply that at times space is still available on ships that would justify a modification of the embargo. It frequently happens that ships sailing at a specified time have to leave port without some particular consignment of cargo which has been delayed, and is perhaps a thousand miles 'up country.' Often apple firms are approached at the last moment in the foreign ports with the query as to whether they have any apple-filled barrels they want sending across. Apples, being a light cargo, are easily handled; there are always barrels at the ports from September to March awaiting shipment. We are able to come forward and charge the vacant tonnage space with apples. These circumstances applied before the war, they have been repeated since, and they are happening at the present moment. Such a condition actually existed to my own knowledge at the moment a letter was received from an official department declaring that unavailable tonnage prevented any modification of the apple embargo being made. It is because we know there is at times tonnage space for apples that we are pressing so keenly for a modification of the embargo."

UNITED STATES EXPORT LICENSES.

1. In connection with the list of articles published on pages 282 and following in *Weekly Bulletin* No. 706, which are now prohibited from being exported from the United States, it is notified for general information that, with the exception of the iron and steel products enumerated herein, licenses to export to Canada any of the commodities included in the said list will be freely issued without reservation upon application by the United States exporter to the Department of Commerce, Division of Export Licenses, 1435 K street, Washington, D.C.

2. The iron and steel products referred to in clause 1 are as follows:—

- Pig-iron.
- Steel billets.
- Steel sheet bars.
- Steel blooms.
- Steel slabs.
- Ship plates and structural shapes.
- Iron plates.
- "I" beams.

Mild steel plates.
Rolled steel plates.
Steel channels.
Steel angles.
Mild steel plates, ordinary tank quality.
Steel beams.
Steel plates, one-eighth of an inch thick or heavier; steel sheets, one-eighth inch thick or heavier are classified as steel plates.
Small tees and zeos.
Structural steel shapes.
Boiler plates.
Tank plates.
Steel doors.
Steel car frames.
Steel towers.
Scrap iron and scrap steel.

Licenses for the export of any of these products will be granted within the discretion of the Division of Export Licenses, but only "when the said goods are destined for war purposes or will directly contribute thereto."

3. Canadian importers desiring to import from the United States any of the said iron and steel products are now required in the first instance to communicate with the Priority Branch of the Department of Trade and Commerce, Ottawa.

4. Arrangements have been made with the Division of Export Licenses at Washington, by which the Deputy Minister of Trade and Commerce, Ottawa, will be recognized as the authority for Canada to certify to applications from this country as to the purpose for which the article or articles are required, the degree of urgency, etc., etc.

5. In order to carry out the arrangement referred to in clause 4, certain forms known as form A3 are to be executed in duplicate and filed with the Priority Branch of the Department of Trade and Commerce at Ottawa. Copies of the said form can be obtained from the Division of Export Licenses at Washington, or on application to the Department of Trade and Commerce, Ottawa, or any of the principal Boards of Trade in Canada.

6. The consumer of the desired commodity in Canada is required to submit *in duplicate*, on the said form, the particulars as to the goods desired to be imported from the United States.

(a) Page 1 should be left entirely blank by the Canadian applicant, as it is to be filled up by the United States shipper or exporter.

(b) Page 2 is to be filled in by the Canadian applicant, and the affidavit on page 4 should be signed by him, giving his address. As the iron and steel products referred to are only permitted to be exported "when the goods are destined for war purposes or will directly contribute thereto," it will be necessary for the Canadian applicant to attach a letter from the Canadian Government Department or the Canadian company who will actually use the goods confirming the statements made in the application.

(c) A separate letter should be written to the Priority Branch of the Department of Trade and Commerce with each application, stating fully the *quantity and description of the goods* for which an export license is required.

7. On the approval of the Department of Trade and Commerce being indicated on the said form, one copy will be returned to the Canadian applicant, which copy is to be forwarded to the United States exporter. The United States exporter is thereupon required to submit the said form to the Division of Export Licenses at Washington as above stated, filling in his application on the first page for a license to export the designated goods.

8. All communications relating to matters that have been at any time before the Priority Branch of the Department of Trade and Commerce should bear the reference numbers, so that there may be no delay or confusion in referring to the previous papers.

9. Applicants should give their order number or numbers in every case, for future reference, i.e., the number under which the order goes forward to the United States.

10. Any person making the affidavit contained in the application form referred to who knowingly includes therein any false statement or information with intention to mislead is guilty of an indictable offence, and liable to seven years' imprisonment under section 175 of the Criminal Code.

11. Any further information will be furnished on application to the Deputy Minister, Department of Trade and Commerce, Ottawa.

CANADA'S PAPER TRADE WITH SOUTH AFRICA.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. W. J. Egan*)

CAPE TOWN, S.A., July 3, 1917.

As most of Canada's export in paper are manufactured from Canada's wood resources, it has been thought best to include them in this report, adding the sundry lines which are kindred to the paper and stationery trade.

Although for some years previous to 1913 Canada had made big advances in the manufacture of paper, no real effort for export to the South African market had been made, except in newsprint and board. A review of the statistics of import and a canvass of the trade brought home the fact that not only was there a big field for Canadian manufacturers, but there was a desire on the part of the South African importers to hear more from Canada with samples and quotations on other papers than news.

The position and its possibilities was at once submitted to the attention of the Canadian paper trade by reports in *Weekly Bulletin*, and a direct correspondence with Canadian firms who were showing an interest. As a result the newsprint trade were given particulars which prepared them to meet a special effort on the part of Germany. The wrapping paper trade were induced to arrange representation which meant immediate results. Arrangements were also concluded which has resulted in export of book, writing, carbon, tissue, greaseproof and other papers, also paper bags, from Canada to South Africa.

The value of the South African market as a field of export for Canadian paper manufacturers is shown under the various headings, which have been arranged for this report.

The greater part of all the paper trade to South Africa, with the exception of wrapping paper, has been in the hands of the United Kingdom manufacturers who must import all their raw materials, and in the tables submitted the figures of trade for each of the principal exporting countries are shown, but for purposes of comparison the tables are arranged so that the Canadian manufacturer can tell at a glance Canada's exports as compared with that of his nearest competitor, the United States.

So that a fair average of annual imports may be secured, the figures for 1912 to 1916 are submitted in each table, which really is a review of two and a half years pre-war trade and two and a half years of trade under war conditions.

Printing Paper—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Norway.
1912..	\$960,000	\$250,000	\$6,200	\$543,000	\$37,500	\$23,000
1913..	900,000	210,000	6,800	445,000	55,000	26,100
1914..	970,000	290,000	46,300	445,000	56,000	30,800
1915..	809,000	268,000	17,500	376,000	87,000	34,500
1916..	1,906,000	314,000	203,000	988,000	222,500	115,500

There are no statistics to indicate quantity of import. Canada's figures of value for 1916 are higher than 1915, but the quantity is less. If Canada could have accepted the trade offered in this line early in 1916, the figures of export would have been very large and other countries such as the United States, Sweden and Norway very much less, as they came in on the market at a later period.

It is hard to reconcile the United States' figures of export to this market in 1916 when consideration is given to the evident shortage for their home supplies, and especially when one considers that their average annual export of this article pre-war for four years was only \$5,200.

Both countries shipping from the North sea and through the war zone, Sweden and Norway, made wonderful increases in their exports during 1916. For the four years pre-war, Sweden's exports averaged annually \$26,000 only and Norway \$18,000.

Both these countries are now making large deliveries of newsprint to South Africa, and are quoting at low prices for future 1917 delivery. Their ocean freight rates are rather a puzzle, some offers having been as low as 60 shillings, but the average ocean freight rate offered and guaranteed is from 70 shillings to 80 shillings. The larger part of these offers for this Baltic newsprint are made through English agents or paper houses.

Pre-war the German exports of newsprint worked up from \$38,000 in 1910 to \$65,000 in 1913, and their limited exports in 1914 reached a value of \$74,000.

Most of the up-country users of reel paper claim that it pays them to pay a higher price for paper packed in wood frame, as their loss in reels on present Canadian packing is very heavy. The reason for this must be the extra handling which the paper receives at such ports as Port Elizabeth or East London to be railed to up-country centres. Some extra padding of edges with wrapping paper might overcome the difficulty.

The South African Government Stores' imports of newsprint are also worth cultivating. Their average annual purchases are about \$82,000, and their 1916 imports were to a value of \$151,900, of which \$149,625 came from the United Kingdom.

Wrapping Paper—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Norway.	Holland.
1912..	\$ 351,000	.....	\$13,800	\$ 60,000	\$120,000	\$ 45,000	\$ 4,400
1913..	375,000	\$ 9,000	900	60,000	135,000	65,000	2,500
1914..	314,000	2,600	5,400	80,000	110,000	56,000	950
1915..	392,000	12,400	19,300	103,000	162,000	66,000	8,500
1916..	1,129,000	186,000	77,900	289,900	350,000	175,000	18,200

Success in any line of export must be through the medium of proper representation, and wrapping paper exports from Canada to South Africa bear testimony to the value of representation. The Canadian wrapping paper imported here is acknowledged to be good and the packing for export the best in their experience. The result of many interviews assures Canada of a continued and increasing trade if she is within or near competitive prices.

As in newsprint, there are no statistics of weight on wrapping paper imports. There is, however, an increase of quantity, in fact stocks at the moment are very full. Sweden still secures the best share of this trade, although the other leading countries of export have made bigger headway during 1916 than Sweden.

Germany in pre-war period from 1910 to 1913 held an annual average trade of \$67,500, Italy is credited for the first time in 1915 with an export of \$1,500, and in 1916 with \$13,300. Japan is shipping since 1914 in very small quantities. Belgium, France and Russia are regular shippers in small quantities.

Paper Bags—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland.	Sweden.
1912.. . . .	\$181,000	.....	\$30,000	\$147,000	.....	—
1913.. . . .	195,000	.....	21,000	166,000	.....	—
1915.. . . .	200,000	.....	32,700	165,700	.....	—
1916.. . . .	398,500	\$2,100	54,900	336,500	\$2,400	\$290

This is a line on which a great deal of work has been put in for the Canadian manufacturer. It is slow work, but some results are shown for 1916, and as we have by representation secured a good hold on the wrapping paper trade, we should make headway on paper bag supply. The exports from the United Kingdom are nearly all from Irish factories.

Holland, Sweden, and Japan have shipped for the first time in 1916.

Wallpaper—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1912.. . . .	\$195,000	.....	\$4,300	\$165,000	\$18,000	\$3,400
1913.. . . .	200,000	\$ 220	2,200	180,000	15,000	2,700
1914.. . . .	135,000	350	425	117,000	11,400	1,850
1915.. . . .	98,600	720	.....	96,500	500	—
1916.. . . .	203,000	1,400	250	196,500	.....	—

As to Canada's future trade in this line with South Africa, it will all depend on how well the dealers can educate the workman to handle the narrow width during the war, in preference to English or continental widths, which are wider, and to which they are accustomed.

The pattern and value of Canada's wallpaper are acknowledged to be better than the average old country line.

Towards the end of 1915 and early in 1916, the supply from the United Kingdom was limited, but the trade now state that they are able to secure regular deliveries.

Denmark shipped in 1916 for the first time to a value of \$2,350.

Cardboard Boxes—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.
1912.. . . .	\$138,000	\$550	\$ 3,200	\$109,000	\$21,200	\$1,450
1913.. . . .	118,000	110	750	97,000	16,500	950
1914.. . . .	98,000	200	650	87,000	6,800	1,300
1915.. . . .	88,500	500	950	85,500	90	315
1916.. . . .	152,800	350	21,200	131,600	.....	—

In connection with this entry from Canada, it is nearly all on egg fillers, and the total entry is mostly for cardboard boxes which can be shipped in the K.D.S. for the South African manufacturing plants.

The paper board is imported in good quantity from Canada for local manufacturing, in fact, this kind of box making is a fairly big industry in South Africa.

Japan shipped for the first time in 1916 to a value of \$165.

Music Printed—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.
1912.. . . .	\$48,800	.....	\$ 25	\$45,700	\$1,700	\$ 80
1913.. . . .	51,400	.....	50	49,200	1,200	100
1914.. . . .	42,000	.....	5	39,000	2,700	15
1915.. . . .	47,200	.....	120	46,600	320	—
1916.. . . .	53,300	.....	15	52,510	700	—

Books Printed—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland.	Germany.
1912.. . . .	\$1,315,000	\$500	\$25,200	\$1,205,000	\$49,400	\$13,600
1913.. . . .	1,160,000	200	13,300	1,058,000	56,000	19,500
1914.. . . .	1,068,000	380	13,800	975,000	46,600	10,900
1915.. . . .	1,020,000	15	14,300	155,000	38,200	800
1916.. . . .	1,181,000	375	21,450	1,095,000	56,000	600

Maps and Charts—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland.	France.
1912.. . . .	\$23,500	.....	\$ 50	\$19,700	.....	—
1913.. . . .	18,600	.....	200	17,700	.....	—
1914.. . . .	18,400	\$1,050	75	15,600	.....	—
1915.. . . .	10,900	.....	10	10,700	.....	—
1916.. . . .	13,000	.....	10	12,250	\$465	\$120

Printed Matter, N.O.D.—Imports (not Books, Maps or Music).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.	Sweden.
1912.. . . .	\$819,000	\$1,000	\$29,900	\$690,000	\$56,100	\$8,600	\$3,000
1913.. . . .	860,000	2,000	33,500	739,000	46,000	7,700	7,000
1914.. . . .	717,000	2,000	35,000	622,000	29,600	5,300	5,300
1915.. . . .	488,000	1,800	36,500	429,000	1,700	7,300	3,500
1916.. . . .	670,900	4,650	48,300	600,000	205	4,300	975

Stationery and Books, all other N.O.D.—Imports (not Printed Matter, Books or Music).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.	Japan.
1912.. . . .	\$448,000	\$100	\$50,500	\$282,000	\$56,000	\$8,700	—
1913.. . . .	567,000	145	65,700	408,000	41,400	16,800	—
1914.. . . .	531,000	560	58,900	407,000	25,300	14,200	1,600
1915.. . . .	830,000	450	89,800	695,000	2,100	19,100	2,700
1916.. . . .	1,579,000	3,300	210,500	1,232,000	255	41,800	15,500

Included in the last table are writing papers, carbon, envelopes and other lines from Canada. There is every prospect that in writing paper Canada's exports will improve this year, as representation has been arranged and some good orders have been booked.

Printers and Bookbinders Material—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland.	Germany.
1912.. . . .	\$232,000	\$1,700	\$7,750	\$159,000	\$20,200	\$22,500
1913.. . . .	255,000	2,600	11,000	163,000	27,100	26,000
1914.. . . .	228,000	1,000	9,900	163,100	22,000	12,700
1915.. . . .	172,000	4,000	13,700	109,000	23,600	740
1916.. . . .	380,900	1,250	52,500	208,000	56,200	175

There are many inquiries for supply under this heading. The average annual pre-war trade by Germany was about \$23,000.

Ink, Printers—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.
1912.. . . .	\$ 55,000	.....	\$ 4,100	\$41,000	\$6,500	\$1,900
1913.. . . .	54,500	.....	2,000	39,500	4,200	3,900
1914.. . . .	60,200	.....	1,900	51,000	4,300	2,200
1915.. . . .	43,500	.....	2,800	39,900	90	520
1916.. . . .	105,800	\$825	12,300	93,000	.....	590

Japan is also a new source of supply during 1916, her exports being valued at \$3,425.

Ink, other kinds—Imports (not Printers).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.
1912.. . . .	\$39,600	.....	\$1,200	\$37,000	\$550	—
1913.. . . .	36,000	.....	900	34,800	500	—
1914.. . . .	32,800	.....	550	31,200	220	—
1915.. . . .	29,600	.....	950	28,300	15	—
1916.. . . .	51,000	.....	2,300	46,500	.....	\$1,750

In addition to Holland, two other sources of supply in small quantity are Japan and India.

Typewriters—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.
1912.. . . .	\$138,000	\$2,400	\$121,500	5,200	\$6,100	\$1,100
1913.. . . .	142,800	2,800	125,000	5,200	6,000	900
1914.. . . .	106,000	475	95,000	4,600	2,000	300
1915.. . . .	48,500	1,050	44,388	2,300	550	—
1916.. . . .	124,800	920	120,300	3,050	.....	—

Typewriter Accessories—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1912.. . . .	\$21,200	\$140	\$12,900	\$7,000	\$700
1913.. . . .	26,500	125	19,900	5,200	200
1915.. . . .	14,100	210	7,200	6,700	—
1916.. . . .	20,500	95	12,500	8,000	—

Twine—Imports.

The only other line which may be of interest to Canadian firms in relation to paper and stationery supplies, is twine.

The average annual imports of twine are about \$142,000, but in 1916 the imports reached a value of \$287,000, the United Kingdom shipping to a value of \$203,000; India, \$41,000; United States of America, \$34,750; all of these being regular exporters to South Africa. Japan for the first time is credited with an export of \$4,500.

Future Imports of Paper.

Although there are reports from time to time which would indicate that in the near future South Africa will be manufacturing paper from such raw material as grasses and fibre from certain trees, the fact remains that all of these reports are really only the results of laboratory tests and with the possible exception of some progress within the next five years by one group who have acquired certain rights in Portuguese territory, it will be many years indeed before any South African paper manufacturing industry will make any material difference in paper imports. As shown in the above tables the market is a big one and a growing trade.

Canadian manufacturers of paper in several lines are showing a keen interest in the market and there is no doubt that the preparatory work of the past three years will place other lines with newsprint as a big item of Canadian export.

MACHINERY AND HARDWARE IN DEMAND IN BRITISH GUIANA.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. E. H. S. Flood.*)

BARBADOS, August 3, 1917.

The sugar, rice, and mining industries of British Guiana required last year a considerable quantity of machinery, and the value of the import amounted to about \$700,000, two-thirds of which came from the United Kingdom. In sugar machinery alone, the import from the Mother Country was \$429,914. The large profit being now made in sugar is causing an extension of the area under cane cultivation, and better and more improved machinery being installed in the factories. In the unenumerated list a small quantity is shown as coming from Canada.

There was an increase in the imports of hardware and cutlery, and also in nails and spikes. With these particular items included, the total import of iron and steel manufactures generally, with the exception of machinery, would probably be about the same as in the last few years.

A Statement as Regards the Requirements for Hardware.

On a recent visit to Georgetown, I fully discussed with the manager of one of the largest concerns in the colony his requirements for hardware. The stock he carried covered every line in the hardware trade, and as a result of my inquiry he made a statement in writing in regard to his general requirements, which should be of interest to Canadian manufacturers. He stated that no Canadian travellers representing hardware firms called at the colony, and remarked that he would "not suggest local agents being employed, for as a rule they know little about the goods they try to sell, and go to any and everyone in the street in their endeavour to swell their commission. Large importing firms in consequence are not interested, and prefer to do their business directly with some particular exporting firm." He then made the following brief statement of the lines for which there was a present market:—

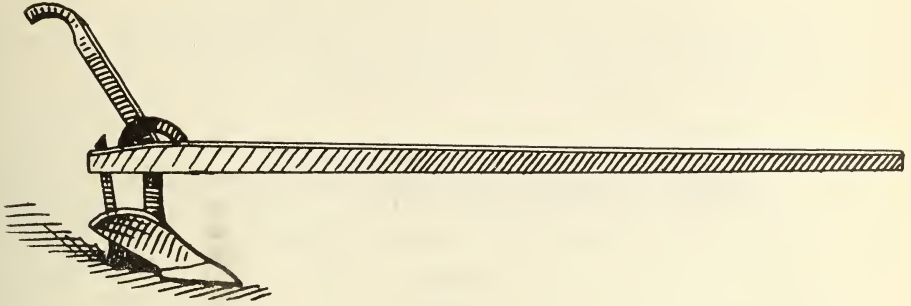
Fencing wire: galvd., barbed, put up in 50 and 100-lb. coils.

Fencing wire: galvd., plain, in No. 5 and No. 8 B.W.G. put up in coil of 100 lbs.

Staples: For fastening fencing wire, in 1" and 1½" lens, with a few 1½", usually about No. 9 W.G. put up in bags of 50 and 100 lbs.

Garden hose: Three-quarter-inch bore, India rubber and 3-ply canvas. Rubber must be of good quality to stand the heat of the sun in the tropics. Small quantities of ½", 1" and 1½" sizes sold.

Ploughs: For rice fields, as used by East Indians. The most common pattern is the "Hindoostan," as per illustration. It is used with 8-ft. and 10-ft. beams, but



Hindoostan Plough.

owing to high freight, the beams are made in the colony, and the plough iron work and wood handle imported. Cost is about \$3.20 f.o.b. New York, and probably 500 to 600 are sold in a year.

Belting, leather: In one ply for various machinery, sizes 2" to 6". Must be of good quality, soft and pliable, as otherwise the heat quickly destroys it.

Belting, cotton: Similar to Gandy's Patent, in sizes 3" to 10" is also required.

Boat oars: Nine-foot to 18-foot sizes. These must be strong, but light for pulling against heavy currents. Should be of good quality and well cured ash. The heat affects them, and if left in stock too long, dry rot attacks them.

Axes, Felling: There is a fair demand for these for use in the Greenheart and other hardwood forests. The "Yankee" pattern is the favourite shape, and they are asked for in sizes 3½ lbs. to 6 lbs., usually put up in boxes of one dozen. Only the best quality are of any use with our colony woods. There is a call also for broad axes for squarers. American axes have the preference over all others, and the only good reason is that they have been imported for many years, and are cheaper than English axes. Canadian axes have been introduced, and the sale pushed, but without success up to now, though the price was the same as the American. *Handles, wood,* of all kinds are imported for use with felling axes, sledge hammers, pick axes, hand hammers, etc. Broom and mop handles are also required.

Ice cream freezers: Imported in sizes 2 quarts to 6 quarts. Those with handles are preferred.

Carbide: With the increasing number of automobiles coming into the colony, there is a good inquiry for this in ½", 1" and 1½" sizes. Should be put up in 10-lb. tins and 100-lb. kegs.

Hand trucks: For moving sugar in bags, and goods from steamer. Sizes Nos. 2 and 3 usually used. Wood part should be well cured to prevent dry rot.

Stoves for household use: For burning wood, light make, something after the style of "New Dover" and "New Rival" patterns. Must be securely crated to prevent breakage in transit.

Leather of all kinds: for boot soles, pump packings, harness repairs, etc. Quality must be good and pliable, otherwise it hardens and cracks in our climate.

Wire web and gauge: There is a good demand for wire web and gauge, as used on estates for straining cane juice. Usually in 24" widths, meshes ranging from 10 to 100. Made of brass or copper, the former preferred.

Iron and steel manufactures: Since the war broke out, curtailing supplies from Europe, there has been a good demand for cast iron hollow-ware and enamelled ware of all kinds. If Canadian firms can supply iron boiler plates, bars, rods, etc., iron is preferred to steel, and quality should be somewhat similar to South Staffordshire. Galvanized and black iron sheets are also wanted. Gas and steam piping with various fittings up to 3" bore in wrought iron, English thread.

FOREIGN DEMAND FOR ELECTRICAL SUPPLIES.

(*United States Commerce Reports.*)

Brazil.

The importation and distribution of foreign merchandise in the state of Rio Grande do Sul have been controlled chiefly by German houses, which endeavour to import everything possible from Germany. In the electrical line this was particularly true, but, in spite of this handicap, several American electrical articles found their way to this market solely because of their superiority.

There are some 45 electric light and power companies furnishing service in the various municipalities of this state, and there is a constant demand for plain lamps, fixtures, fans, small motors, and supplies. The trade is principally in the hands of the hardware dealers, all of whom carry some electrical equipment, and certain ones make a specialty of electrical goods. Certain electrical specialties are sold in drug stores and even by the larger general stores, but, as a rule, greater effort is put forth by the hardware dealers making a specialty of these lines.

MARKET FOR ELECTRICAL IRONS, TOASTERS, ETC.

American electrical irons, toasters, warming pads, etc., could find an increased sale through intelligent sales methods, which would include correspondence with the dealers conducted in Portuguese or at least in Spanish. Attractive literature should be sent at once accompanied by a statement of the best possible terms, f.o.b. New York prices, and discounts. Data showing volume and weight of goods packed for export should also be given. Three months are often required for a reply from this section of Brazil, and it is best to give at once all possible information.

In the distribution of electrical goods, generally, it is better for exporters to deal directly with the importers and not place all chances of success or failure in the hands of a general agent. Of course the American exporter must be equipped for handling foreign business direct if this plan is adopted.

India.

The weekly trade journal *Commerce*, published at Calcutta, contains the following with regard to an electrical project in Madura, Madras Presidency:—

Messrs. Best & Co., North Beach Road, Madras, are investigating a scheme for the supply of electric power to Madura town. The demand for house connections for lights and fans is to be ascertained. The scheme is calculated to provide roughly 5,000 private lamps, 1,000 fans, and 700 public lamps for the town.

IMPORTANT LIGHTING PROJECT AT OOTACAMUND.

The *Madras Mail* of May 18, 1917, contains the following with regard to a scheme to establish electric lighting in Ootacamund, summer capital of the Madras Government:—

In connection with the electrification of Ootacamund, soundings were taken during the months of January to April this year in the Sandy Nullah stream, and it has been found, as a result, that there is a sufficient flow of water in the dry weather to give sufficient water without storage for a hydro-electric scheme for Ootacamund, which will

enable the municipal council to set up a small installation sufficient to light the streets of Ootacamund and supply power for house lighting where required. The project in the Coimbatore district, which is intended to give power and water supply to Coimbatore town and also probably to the proposed South Indian Railway workshops in Podanur has, we understand, not been dropped, but further investigation will be necessary, extending over two or three years, before a decision can be arrived at. Owing to the paucity of suitable officers to conduct these investigations, matters are at present at a standstill.

For information concerning the foregoing the chief engineer, Public Works Department, Government of Madras, Madras, India, should be addressed, and with regard to the Podanur scheme possibly the agent of the South Indian Railway, Trichinopoly, South India, would be in a position to furnish information.

Italy.

Electric light and power in Venice are dispensed through the "Società Italiana per l'Utilizzazione delle Forze Idrauliche nel Veneto" (the Italian Society for Utilization of Hydraulic Forces in the Veneto), San Marco, Calle Goldoni 8410. This is also known as the "Società del Cellina." Correspondence should be addressed to Sig. Eng. J. Pitter, consigliere delegato of the society. This is a private concern with a capital stock of 9,800,000 lire (\$1,890,000) entirely subscribed. From three plants in the mountains it distributes electrical power at Venice, Monte Belluno, and Castelfranco, and furnishes power for local societies in most other towns in the Veneto. A letter addressed to "La Società per la Distribuzione della Elettricità" in any town in the Veneto with regard to electrical supplies would reach the proper hands even if the local names may differ slightly. The most important towns using electricity for light and power in this district are Venice, Padova, Belluno, Vicenza, Treviso, Rovigo, Verona and Udine, although practically every other town in the Veneto also uses electric light and power.

CAPACITY OF GENERATING PLANTS.

The capacity of the three generating plants of the above-named society aggregates 30,000 horse-power. The average daily output of power in kilowatt hours at the several centrals is 170,000 kilowatts at Cellina and 40,000 kilowatts at Santa Croce, while the average monthly output of power in kilowatts is 5,000,000 kilowatts at Cellina and 1,400,000 kilowatts at Santa Croce. The maximum daily power production in kilowatt hours is 200,000 kilowatts at Cellina and 90,000 kilowatts at Santa Croce, while the minimum output in kilowatt hours at Cellina is 60,000. The Santa Croce plant at present is being used only as a reserve.

The losses in power on the transmission lines average about 10 per cent, and in the distribution lines average about 10 per cent. None of the electrical power produced by this company is utilized for the manufacture of chemical products, artificial fertilizers, or natural nitrates.

The power is brought to Venice and is distributed by a three-phase alternating current, 42 periods, 200 volts without the neutral. The distribution at Monte Belluno and Castelfranco is made with alternating three-phase current, 50 periods, 250 volts with the neutral (145 volts between the phases and the neutral).

The company does not sell motors nor install electrical apparatus.

INCREASING USE OF ELECTRICITY FOR LIGHT AND POWER.

There are over 1,200 users of electric light and over 1,000 users of electric power in this city. As the electricity is generated by water-power and as coal is scarce and high the number of power users is large everywhere in the Veneto and is constantly increasing.

The principal classes of manufacturing industries are antiquities, beads, beer, brooms, brushes, candles, cement, cotton thread and cloth, furniture; gondola, launch, and boat building; glassware, lace and embroidery; leather stamping, tooling, and tinting; matches, mosaics, textiles, and shipbuilding. Among the minor industries are watchmaking, gold and silver smithing, making hats, shoes, velvets and passamenterie, bottling beer and carbonated waters, manufacturing of starch, asphalt, tar, playing cards, wax, colours, musical instruments, medicinal oils, soaps, alimentary pastes, dressed skins, and sailcloth.

Switzerland.

Generally each city in Switzerland has a municipal electric plant, Berne having both a private and a municipal plant. The private concern, Bernische Kraftwerke, A. G., Berne, with a capital of \$3,000,000, furnishes the current to the city electrical works that distributes it, with current produced by its own plant, the Felsenau works. The Bernische Kraftwerke has also a large system in the country and neighbourhood of the city of Berne, producing about 40,000 horse-power daily, polyphase current being used in its system, with 1 and 3 phases.

IMPORTS AND EXPORTS OF ELECTRIC MOTORS.

The sale of motors to concerns who secure their electric power from these companies has remained unrestricted. Any dealer may sell motors to customers of the system owned by a company, provided that the orders for motors to the manufacturers go through the power-supplying company. The dealer's profit, which amounts to about 20 per cent, remains the same, as the power company has no right to deduct a commission for transmitting the order.

Switzerland is an important exporter of electric motors and general electrical machinery, its exports amounting to about three million dollars annually, while the imports do not reach a million dollars.

Swiss statistics of the exports of electric motors and machinery, including dynamos, for 1915 are as follows:—

Country.	Pounds.	Value.
Germany.. . . .	2,465,267	\$578,614
France.. . . .	2,970,728	679,940
England.. . . .	1,220,258	347,014
Spain.. . . .	1,003,324	232,372
Italy.. . . .	911,390	210,177
Argentina.. . . .	863,990	189,526
Austria.. . . .	904,780	173,349
Russia.. . . .	718,486	162,700
Norway.. . . .	702,170	117,923
Netherlands.. . . .	446,435	95,921
All other countries.. . . .	621,923	155,944
Total.. . . .	12,828,691	\$2,942,480

The imports of motors and dynamos during 1915 were valued at \$186,245, of which Germany supplied goods to the value of \$173,700, the remainder coming from other countries.

ALUMINIUM USED IN THE MANUFACTURE OF MOTORS.

Despite the war, Switzerland still continues to manufacture electric motors and dynamos in the usual number, but as copper is scarce aluminium is employed as far as possible. Motors built of aluminium are of larger size, but lighter and cheaper. Sometimes they are built up to 800 horse-power.

Local dealers state that a good motor is always looked for in this market. Special motors used for other machinery, as for instance electrical coffee mills, agricultural

motors, etc., are handled by electrical dealers rather than by power companies. The Bernische Kraftwerke and the Elektrizitätswerke der Stadt Bern, however, also sell this class of motors, as well as fans, etc.

The duty on electrical machinery is as follows: Over 110,231 pounds per machine, \$0.97 per 220 pounds gross; from 22,046 to 110,231 pounds, \$1.16; from 5,511 to 22,046 pounds, \$1.25; from 1,102 to 5,511 pounds, \$1.54; from 220 to 1,102 pounds, \$2.12; and less than 220 pounds, \$2.70 per 220 pounds gross.

GERMAN ELECTRIC WIRING DEVICES HAVE SPECIAL ALLOY.

The demand for electric wiring devices in Switzerland since the war has been considerable, and an increased use of electricity and electrical supplies of all kinds may be expected owing to the European coal shortage. Studies have been made with a view of introducing electricity in houses generally, both for lighting and heating purposes.

It is stated that German manufacturers are now producing electric-wiring devices in which a special metallic alloy, composed chiefly of iron, lead, and copper, is used. This alloy is galvanized and known as "Kriegsfassung." It is black, does not rust and has practically the same power of resistance as standard lead heretofore in use and sells at old prices. The galvanized alloy is claimed to have accomplished a great saving of lead and copper and the manufacturers are contemplating its production and adoption generally.

RENEWED IMPETUS GIVEN HOME INDUSTRY.

The manufacture of wiring devices by the Swiss is of recent origin. Previous efforts met with failure in the face of German competition, but since the war renewed impetus has been given the trade and for the first time Swiss articles of this kind are outselling the German, not in price but because of quick deliveries.

Swiss needs in electric wiring devices amount to \$500,000 yearly, half of which is produced in the country.

Local importers are somewhat discouraged concerning imports from the United States on account of high freight rates, insurance, and long delays in transit through French and Italian ports. There is also a great shortage of cars for forwarding goods from seaports to the Swiss border; yet importers are eager to import greater quantities of American goods.

The duty on electric wiring devices, according to the Swiss customs tariff, is \$1.54 per 220 pounds gross.

Venezuela.

The Maracaibo Electric Light Company, which started operation in 1888, is now furnishing electric power during the daytime. The capacity of the plant has been increased fourfold during the last two years. During the same time the company introduced the United States standard 3-phase, 60-cycle system, with standard voltages. An American is the chief engineer for the plant.

In view of the fact that electric power is now being furnished during the day, it appears there will be good opportunity for the sale of American electric motors for industrial purposes. No large motors will, however, be required. Gradually, no doubt, there will be developed a demand for electric fans. Opportunities for the sale of electric heating and cleaning appliances do not appear favourable at present.

RAILWAY SUPPLIES FOR SOUTH AFRICA.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. W. J. Egan.*)

CAPE TOWN, S.A., June 29, 1917.

The South African Railways' estimate for 1917-18, under the heading of locomotives, is for a total expenditure of \$1,700,000, and for coaching stock the amount will reach \$544,000.

In addition, there is the material of all kinds for the maintenance of rolling stock; this is estimated at value of \$1,150,000.

In sleepers the cost will be about \$620,000, and rails are expected to total \$448,000.

All of the above estimates of expenditure on the South African Railways are for the minimum quantities required to keep the railways in good running condition. The future requirements are sure to be very big and Canadian manufacturers of railway supplies should take advantage of the present conditions to come in on the market.

In addition to the South African Railways' annual expenditure, there is a big trade in rails of lighter weight, engines, cars and other railway material for industrial purposes, on the gold mines, coal fields, sugar plantations and factories of several kinds.

CANADA ENJOYS PRIVILEGES SECURED BY BRITISH COMMERCIAL TREATY WITH PORTUGAL.

The Government of Canada has received notice from the Colonial Office that Canada's adhesion to the Treaty of Commerce and Navigation between the United Kingdom and Portugal, signed at Lisbon, August 12, 1914, has been accepted by Portugal, with the understanding that article 6 of the treaty (prohibiting the importation or sale of any wine or liquor to which the description "Port of Maderia" is applied other than the produce of Portugal and the island of Maderia) shall apply only to the United Kingdom.

The most important provisions of this treaty may be summarized as follows:—

The citizens of contracting parties shall enjoy full freedom of navigation in each other's territories.

The citizens of each shall be exempt from all personal service in the army, navy and national militia in the territory of the other.

Each country shall grant to the other most-favoured-nation treatment in all respects as regards tariff, commerce, navigation and industry.

The citizens of each of the contracting parties shall be at full liberty to acquire and possess every description of property in the territory of the other which the laws of the country permit citizens of the state to acquire and possess, and they shall not be subject to any taxes or imposts other or higher than those applicable to citizens of the state.

Merchandise of all kinds the produce or manufacture of one of the contracting parties passing through the territories of the other shall be reciprocally free from all transit duties.

Goods of all kinds the produce or manufacture of one of the contracting parties imported into the territories of the other shall not be subject to excise, octroi or consumption dues levied on account of the state or of the municipalities higher than those payable on similar articles of native origin.

Commercial Travellers.

The stipulations of the present treaty with regard to the mutual accord of the treatment of the most favoured nation apply unconditionally to the treatment of commercial travellers and their samples. The Chambers of Commerce, as well as other trade associations and other recognized commercial associations in the contracting states as may be authorized in this behalf shall be mutually accepted as competent authorities for issuing any certificates that may be required for commercial travellers.

Articles imported by commercial travellers as samples shall, in each country, be temporarily admitted free of duty on compliance with the customs regulations and formalities established to assure their re-exportation or the payment of the prescribed customs duties if not re-exported within the period allowed by law. But the foregoing privilege shall not extend to articles which, owing to their quantity or value, cannot be considered as samples, or which, owing to their nature, could not be identified upon re-exportation.

In order to facilitate the clearance of samples of goods brought by commercial travellers of one of the two states into the territories of the other to be used as samples or patterns for the purpose of obtaining orders and not for sale, the marks, stamps, or seals affixed by the Customs authorities of one country to commercial samples at the time of exportation, and the list of such samples drawn up in proper form and certified by the competent authority, such list containing an exact description of the samples, shall form sufficient evidence, so far as the respective Customs authorities are concerned, of their nature, and shall entitle them to exemption from all customs examination except in so far as may be necessary to establish that the samples produced are identical with those enumerated in the list. The Customs authorities of either country are, however, at liberty to affix a supplementary mark to such samples, should this precaution in particular cases be considered necessary.

Navigation between Internal Ports.

Notwithstanding anything in this treaty, either of the contracting parties reserves the right to confine to national vessels the trade between any ports within its territories.

Rights of Limited Liability Companies.

Limited liability and other companies and associations, commercial, industrial, and financial, already or hereafter to be organized in accordance with the laws of either contracting party and registered in the territories of such party, are authorized in the territories of the other to exercise their rights and appear in the courts either as plaintiffs or defendants, subject to the laws of such other party.

Patents, Trade-marks and Designs.

The subjects or citizens of each of the high contracting parties shall have, in the territories of the other, the same rights as subjects or citizens of that state in regard to patents for inventions, trade-marks, and designs, upon fulfilment of the formalities prescribed by law.

DOING MORE WITH FEWER MEN.

(Literary Digest.)

The war will make our industries short-handed. Can we arrange to make one man do the work of two or three, without expensive machinery? Experiences related by W. H. Bassett in *System* (Chicago, June) would seem to indicate that, in some cases at least, the application of a little cold, hard common sense will enable us to do just this thing. In other cases the same result is obtained by a simple rearrangement of machinery. In still others, putting the men on a piece-rate basis has been found to do the business. A study of the massing of machines at a critical point may be what we need. Sometimes an investigation of the scrap-heap, and of what goes into it, is illuminating in this connection. There is much helpful and suggestive material in Mr. Bassett's paper. We quote and condense some of his pertinent tales:—

"Eight men were employed by a good-sized rolling-mill for the sole purpose of repairing the leaks in the water-pipes which form so vital a part of cold rolling. There were several miles of piping and always a leak was breaking out somewhere. The eight men rushed here and there, working very hard, indeed, but they could not keep ahead of the leaks. Some part of the plant was usually handicapped by lack of water—how much that concern lost during the course of the year through shut-downs I do not know, but certainly the amount was considerable.

"I discovered that although these repair-men were on the jump from whistle to whistle, they put in more than half their time examining leaks and fetching pipe and tools—that is, their wages were equally divided between foot-work and repair-work.

"We cut down the squad to three men; one man travelled from morning to night over the pipe-lines. With him he carried a supply of tape, and whenever he discovered a leak he bound it up with tape as a temporary repair.

"The other two were provided with a truck that held pipe and tools; they pursued a fixed daily route watching for damaged pipe. When they came to such a signal, they at once made the permanent repair, and they did it quickly because they had everything for the job with them. By this simple planning, three men were thus able to do the work that had not been nearly so well done by eight men.

"Take another instance from a large textile-mill:—

"Certain grades of wool, during the winter, reached the factory frozen. The big bales, already compressed with enormous force, presented all the adaptability of a block of granite. Five men slashing with axes seldom made ready more than seventeen bales during a ten-hour day. The men received two dollars a day.

"No one happened to think that the bales might be attacked with other than brute force until it was suggested that the wool might be thawed out with steam. A single man equipped with a sharp-nozzle hose connected with a live-steam main managed to prepare more bales for the pickers in a day than had the whole five with their lusty axes. Thus a bit of hose saved that company the wages of four men, or \$2,500 a year."

Sometimes an almost ridiculously simple rearrangement of machinery will cut the labour item in half. In one case described by Mr. Bassett, when he had finished he had ten men running twenty machines, whereas twenty-four men had previously been able to manage only sixteen machines. He says:—

"The job was to cut wooden sticks into blocks about ten inches long, and then to turn them in a lathe.

"At first the saw-tables were placed at one end of the room and the lathes at the other—a saw to each lathe. One man operated the saw, another the lathe, and a

third carried the blocks from the saw to the lathe. Then the trucking was seen to be unnecessary, and the lathes were moved up to the saws so that the blocks could be taken directly from the saw-table by the operator; that eliminated one man and was supposed to be the topmost point in efficiency, for it saved \$4,800 a year in wages on the eight sets of machines.

"But upon further study we put an automatic knockout on the lathe, which enabled one man to feed both the saw and the lathe—cutting the labour bill exactly in half; we hung up a bonus for a certain output, and within a short time the one man operating two machines was turning out more per day than had the two men previously. Doing the logical but so often overlooked thing here saved this company two-thirds of its labour cost and materially increased its production. And yet turning out more material with less labour is supposed to be the gravest of undertakings.

"The more I study industry, the more I am convinced that the average employer pays more to his men for their walking- than for their working-time. How many small stores have their stocks arranged with a thought to attaining the minimum distance between goods and clerk? I have seen many shops where three clerks struggled to serve customers that could have been better attended by one clerk if only the stock, the cash-register and wrapping-paper had been placed in studied sequence."

Putting employees on a piece-rate basis is regarded by Mr. Bassett as one of the best known ways of increasing production, provided the rate has been scientifically fixed. In setting a piece-rate, it is necessary, he says, to study the number of operators at work—find what each is doing and what each could do if waste motion were eliminated. Having thus obtained an average theoretical maximum, a liberal time-allowance for personal needs is deducted and there remains a basis on which to fix the exact cost. Says the writer:—

"I think that at least 90 per cent of the piece-rates throughout the country are inequitable to both the employer and employee, and probably most of these unfair rates do as much to retard as to augment production.

"It is curious how often the whole production of a large plant is limited by having too few or the wrong kind of machines at a critical point. Such was again the condition in another war-order plant. It soon became evident that money was going to be lost on that contract unless more speed could be had. We found the trouble in ten heavy lathes; they were averaging 630 pieces a day. Each lathe operation was divided into four divisions, requiring a total time of 570 seconds. The first three operations were heavy turning, but the last operation was threading, which did not require a heavy lathe. The threading took just 130 seconds; this we transferred to lighter machines which the company had already standing idle, and these did the threading in 150 seconds, including the setting-up. Thus 30 per cent of the capacity of the big machines was released and the capacity of the plant rose in a corresponding amount. That 30 per cent made the difference between a fair profit and a heavy loss.

"Sometimes the profit goes into the scrap-heap. Whenever one finds that a considerable portion of material has to go to scrap after an operation, it is well to look closely at that operation. And especially is this the case when materials, as at present, are hard to obtain in regular deliveries.

"Solder is a very expensive article, but how many concerns have soldering standards?

"Experiments in a canning-factory showed that an average of more than seventeen ounces was used on each one hundred cans. We found that the cans could be as well soldered with an average of five and one-half ounces per hundred; each operator was turning out around eight thousand cans a day, so a sheer waste of twelve ounces a hundred cans was something to warrant attention. The argument against cutting down the solder supply was that the men would skimp and that the proportion of leaky cans would be too high, but since the cans had to be inspected in any event, that objection did not seem to be so very serious.

"A bonus-payment plan was put in, based on the ability of the men to keep near to the five and one-half ounce allowance for solder and without diminishing production. The plan was entirely successful; the men shortly discovered that it was to the advantage of their own pocketbooks, as well as profitable for the firm, to keep down the solder consumption. The result was a saving of more than five hundred dollars per man on the one item of solder. The production rate was just as high as ever.

"When a manufacturer, a retail dealer—any one, in fact—is up against a need for more production without taking on more men or extending the plant, it is just as well to see if the most is being obtained from the things and the men on hand. usually one does not have to travel far afield to seek improvements."

EFFECTING ECONOMIES IN FOREIGN TRADE.

(An address delivered by Benjamin Baker at the afternoon session, June 12, 1917, of the Expert Conference of the Springfield, Mass., Industrial Exposition.)

(*Russia.*)

The record of foreign trade shows that a "delivered price"—a price for an article laid down at the store or factory door of the foreign purchaser—is one of the most potent elements in international competition. Especially in the great Russian market is it necessary for the American manufacturer to consider the question of making a price for his goods actually delivered to the buyer. The record of German success in trade with Russia shows that the "delivered price" was one of the most persuasive items in their management. It is futile to object that the American manufacturer ought not to be bothered with foreign transportation. The answer to that objection is that if he does not bother with it, some competitor, either American or foreign, will bother with it, and will thereby cut him out. Therefore, whether the American manufacturer selling his goods abroad drops them at the American seaport, or sees them through to the foreign buyer, he needs to give attention to the whole process and expense of shipping to that buyer. Though the manufacturer himself may get the price he demands at the American seaport, repeat orders depend on what his customer has to pay in the foreign country. If the manufacturer is to get repeat orders and maintain a profitable foreign trade, he must exert himself to keep down the delivered cost of his product.

In regard to economizing in foreign shipments, it is clear that some possible economies lie in the hands of railroad and steamship managers; these the individual shipper can hardly hope to affect, unless through the action of some public or Government bodies. But there is another direction in which the manufacturer can largely influence the management of his foreign shipments. He can do well or ill in the way he manages his shipments within the bounds set by rail and steamship service; and that field we may profitably discuss.

Before we consider the matter in detail, however, let us agree on a definition, for, as you know, "economy" means all things to all men. You will find that the proper meaning of "economy," as most dictionaries agree on it, is "managing without waste"; and if we are to keep any sensible and stable meaning in the definition we must expand it to read "managing efficiently, without waste." When we speak as we do sometimes of "false economy," we have in mind just this idea—that avoiding immediate outlay or inconvenience at the expense of ultimate results is not real "economy." The correct title, therefore, for this discussion is "Managing foreign shipments efficiently and without waste."

For the American manufacturer seeking to open or develop a foreign market for his product, real economy in his foreign shipments is a marketing factor of first-rate importance. And this is true, as I have already pointed out, whether he makes his price delivered to the foreign buyer, or merely f.o.b. or f.a.s. New York. The cost of getting the product from the factory to the foreign buyer makes part of the price the foreign buyer must pay, whether the manufacturer himself charges the whole of that cost into his price, or only the part of it that accumulates up to the time his goods are put on the ship. So much for the money cost of shipments.

But the promptness and reliability of shipments—the efficiency element in shipments—is also important to the manufacturer, coming next to the price and quality of his goods in building up for him a good reputation in the foreign market. The cost and manner of his shipments enter not only into his selling price abroad, but into his foreign sales management. Foreign sales are usually made in sharp competition; and since foreign selling-costs enter along with shipping costs into the price that must be charged the foreign buyer, economical—i.e. efficient, but not money-wasting—foreign selling should be combined with economy in shipments as an element in successful competition.

Economy in shipments really begins before the actual movement of goods begins. Safe packing, that protects goods from damage in transit and from consequent rejection by the consignee, is one essential form of shipping economy. When import duties are levied on the gross weight of a package, as they are in many foreign countries, lightness of packing needs to be combined with security of packing. When one component part of a machine—let us say the bronze bearings—is subject to an especially high duty, it may be essential economy to remove the bronze bearings and pack them in a separate case, so that the high duty may be limited to the smallest possible weight.

But the larger field for economy in foreign shipments lies in the aggregation of expenses that accompany the physical movement of goods from the manufacturer's plant to the door of the foreign buyer. In domestic trade, the items of freight and cartage enter into the selling price, but these are simple items, easily calculated by the manufacturer's own office men.

In foreign trade, the necessary costs of a single shipment are more numerous, the various services that have to be done in connection with a single shipment are more numerous and less simple;—and all together they readily conceal wastes of both time and money—wastes which inevitably increase the foreign selling price, to the disadvantage of the manufacturer. Assuming that the American plant is in the interior of the country, the goods must first be sent to the seaport at which they are to be put on board a vessel. Cargo space must be arranged for in advance. If the goods are late in reaching the port, they may have to be put in storage to wait for space on a later ship. They must be transferred to the ship's side; and at the foreign port they may have to be forwarded inland by rail or water, or both, before they reach the consignee.

These movements involve expenditures for insurance, perhaps for certificates of origin, export declarations, drayage or lighterage (and perhaps both), possibly storage; the payment of import duties at the foreign port, and of freight charges from that port to the consignee. Since all these expenses must be added to the cost of manufacturing and packing the goods, and also the cost of selling them, before the delivered price to the foreign buyer can be decided upon, it is obvious that the manufacturer is vitally concerned with each item of outlay.

There are several possible systems for handling export freight. The American manufacturer may, for instance, have both his own exporting department on this side, and his own importing department in the foreign country to which he sends his goods; or he may have only an exporting department, entrusting the import side to a distributor in the foreign country. Much experience goes to show that the first plan, at least, is not economical unless the manufacturer does a very large export business. There is no mystery in exporting or importing. Any manufacturer who will spend money enough can get well-qualified men, and set up competent exporting and import-

ing departments. But the cost of this, except in the case of very large and active companies, is usually excessive, if not actually prohibitive.

If he does not set up his own departments, the manufacturer will find there are many men ready to perform one, two, or three items in the series of necessary export services. And if he considers the situation shrewdly, he may suspect that the most inexpensive means of getting these various services efficiently performed would be a single organization performing all the services. He will see that a well-devised, competently-manned single organization can earn adequate profits for itself while at the same time charging the individual shipment (and shipper) much less than the aggregate charges of a series of separate agencies, each of which gives only a part of the total services.

In addition to lower charges, a single organization can best secure the other element in shipping economy—that is, efficiency. Each individual shipment is necessarily under the continuous scrutiny of the whole organization. The forwarding department, which has secured cargo space in a steamer sailing on a specified date, watches the shipment from the time it leaves the factory; traces and hurries up any car that seems to be lagging on its way to the seaport; and in this way, and also by expediting transfer to the ship in port, avoids the disadvantages of delay and the expense of storage. Similarly, the importing branch of the organization in the country of destination hastens unloading, passage through customs, and forwarding to the consignee.

Such an organization can afford to employ men of special ability, knowledge, and experience, and of that resource in the way of personal acquaintance with officials which is so potent in speeding up the course of business in the shipping world. Such an organization has in fact the advantages that belong to quantity production—lower overhead, greater output for each worker, lower (yet profit-making) charges to the shipper, than are possible with a series of separate, partial agencies. Most certainly among all possible agencies, it can enable the manufacturer to secure real economy in his export shipments.

NOTES OF INTEREST FROM CUBA.

The following news of general interest from Cuba has been received from Mr. J. C. Manzer, Acting Canadian Trade Commissioner, Havana, Cuba, under date of August 17, 1917:—

The repairs have been completed on four of the interned German ships which were seized by the Cuban Government, and they are now ready for sea. These are the *Bavaria*, *Olivant*, *Adelheid*, and *Kydonia*.

President Menocal has commissioned Antonio Girandie, a civil engineer, to go to the United States and make a study of a new machine for making sugar bags, with a view of establishing a bag-manufacturing plant in Cuba.

The United Fruit Company have commenced a double steamship service between New Orleans and Havana, and Panama and Havana. There are now two steamers weekly, both ways, between these points.

A shipment consisting of 1,500 crates of potatoes arrived last week from Spain. On this week's steamer from Spain there were 3,200 crates. These potatoes were from the province of Valencia.

Hay is being sold to the retail trade at the rate of \$60 per ton, and oats at \$1.20 per bushel.

Sugar (unrefined) is selling to-day at \$6.25 per cwt. f.o.b. steamer *Cuba*.

Fifteen hundred tons of nitrate from Chile arrived to-day by way of the Panama canal on steamer *Nora*.

In the last twenty-four hours thirty fishing boats arrived at the port of Havana, bringing in over 200,000 pounds of fish.

Cuba expends annually about \$8,000,000 for public works.

Arrangements have been made for establishing thirteen new lighthouses at different points on the coast at a cost of about \$1,500,000. These, when completed, will make a total of fifty-two lighthouses on the coast of Cuba.

The Bureau of Highways have made plans for a system of highways for the island, connecting all the principal towns. It is proposed to construct three highways from end to end of the island, one along the north coast, one along the south coast, and one through the centre; these to be connected at intervals by roads running across the island. The existing highways will be utilized as far as possible, but to carry out this proposed work over 2,000 miles of new highways will have to be constructed at a cost of about \$40,000,000.

A proposition, which is gaining in favour daily, has been made by the leading Havana newspapers that the Cuban Government construct and send over to France a squadron of aeroplanes to take part in the war. Over one hundred and fifty young Cubans have already volunteered to go forward with the squadron.

CURRENT EVENTS OF INTEREST IN SOUTH AMERICA.

Mr. George Mallett, of Valparaíso, Chile, has submitted the following notes on trade happenings in South America:—

Chile.

EXPORTATION OF CEREALS.

A deputation consisting of members of the "Sociedad Nacional de Agricultura," two from the "Asociación de Molineros" (millers), and two from the "Sociedad Comercial de Agricultura," waited upon His Excellency the President of the Republic to petition facilities for the exportation of the surplus cereals.

The President replied, that as far as he was concerned, he had no objection to lending the Government naval transports for the purpose, if those interested were disposed to pay the necessary freightage.

The deputation promised to consult the merchants and report results.

SHIPPING STRIKE.

A general maritime strike was declared yesterday in every port of the Republic, paralyzing all movement. The P.S.N.C. and C.S.V.A. are doing what they can, with their own ships' crews, under the protection of cordons of armed lancers, while mounted pickets patrol the wharves.

The old Chilean barque *Viva* (1,640 tons) has been sold to an Argentine firm for £50,000.

The floating dock ordered some time ago for the Antofagasta and Bolivia Railway has been put together and is now moored in the bay of Mejillones. It can accommodate vessels up to 400 tons' displacement.

RAILWAYS.

Arica to La Paz Railway: The Llallagua Mining Company has advanced this railway company the sum of £15,000 sterling, on account of freights, for the purpose of renovating locomotives and rolling stock, the company to have the benefit of 30 per cent discount on the tariffs.

In view of the terms of the international treaty under which the Arica-La Paz railway was built, and the pressure existing in the mining centres, the Chilean Government has recognized the expediency of acquiring for the benefit of the said railway, at the shortest possible notice, a hundred closed steel cars, of 25-ton carrying capacity, and three "Mallet" locomotives, at a total cost of \$1,200,000 gold of 18d. Sanction of Congress is accordingly asked for the spending of the necessary money, to be covered by the import tax of the present year.

New equipment: *El Diario Ilustrado*, Santiago, July 18, reports "Sr. Justinian Sotomayor will be commissioned to study in the United States the acquisition of equipment for our railways. It has been agreed to invest 13,000,000 gold pesos in the purchase of equipment and improvement to the road of the Northern Central Railway. This same will be taken from the proposed loan of 20,000,000."

Transandine Railway: The Chilean Commission appointed to attend to the arrangement of the Transandine Railway tariffs will leave to join the Argentine Commission at Buenos Aires on August 2.

NEW LIGHT RAILWAY SYSTEM.

The executive has made a proposal to Congress for the passing of a Bill, authorizing the providing of a system of light railways of 60 c/m gauge, in connection with the stations on the main lines of the State railways. This would be a secondary system of feeders to the main system, bringing into touch with markets the isolated regions of the interior.

Property owners, communities and municipalities will be expected to contribute a minimum of 30 per cent of the costs of the work of installation, in accordance with the estimates of the Department of Public Works, approved by the Council, and also to deliver all lands gratuitously to the Government which may be necessary for the railway, the stations or dependencies.

The general utility of the works in question is to be qualified by the Council of Public Works, the railways to be constructed by the Public Works Department and delivered over to the State Railway Department for management.

A sum of \$300,000 a year is to be set apart for this object, commencing from January 1, 1918.

The President is to be authorized to spend \$200,000 this year for the same object.

MINING NOTES.

El Atacama publishes an article stating that a Mr. Lawrence, a North American mining engineer, is studying the details of a proposed enterprise to be established in the region of Petrohue, in the department of Coquimbo, to utilize the valuable deposits of iron in the provinces of Coquimbo and Atacama, for providing iron and steel for the Chilean and American markets, and the establishment of shipbuilding works. Mr. Lawrence is at present studying the various bays and inlets on the neighbouring coast.

PROPOSED EXPORT TAX ON METALS.

The Government propose to impose a tax on the exportation of copper and iron; accordingly a commission was recently appointed charged with the preparation of working details, tariffs, etc. This commission has now presented its report to the Minister of Finance.

Article 1. Provides that for the space of 10 years from date of passing of the law, mine-owners shall pay an annual government tax of 5 per cent on the net profits of the establishment, as declared by the said owner, and approved by the corps of mining engineers, in such form as shall be decreed by the President of the Republic.

Article 2. During the same period all iron ore shall pay an export duty of 10 cents gold per metrical ton, etc., etc.

Article 3. Copper in bars shall pay during the same period, an export duty on the maximum price per metrical ton, above £50, as follows:—

(a) When the price fluctuates between £60 and £80 the duty will be 5 per cent.
 (b) Between £80 and £100 the preceding tax will be paid and 6 per cent on the excess above £80. (c) When the price is over £100 the aforesaid tax will be imposed and 7 per cent on the excess. (d) On prices less than £60 no duty will be imposed.

Article 4. Electrolytic copper to pay the same duty as above but to commence at £55.

Article 5. Copper regulus to pay half the amount of the duty on bars.

Article 6. Copper ores to pay the bar duty on the estimated fine copper contained in the ore reducing the tax to a half.

Article 7. The product of the copper duties to be set apart for the:—

(a) Creation and maintenance of the corps of mining engineers.

(b) Construction of an edifice for the institute and also for "the National Society of Mining," and the "Mineralogical Museum," laboratories and other mining services which are at present occupying different locations.

(c) Improving of the mining education in the course of mining engineering in the University of Chile and in the practical colleges of La Serena and Coquimbo.

(d) Creation of mining laboratories in the University of Chile, for the furtherance of practical education.

(e) Granting of travelling scholarships for the study of mining in foreign countries.

(f) Creation in Santiago of a practical mining college.

(g) Creation of Government metallurgical establishments, etc.

(h) Surveys of mining provinces, with the active co-operation of the military authorities.

(i) Construction of new railway lines and ports in mining zones, especially that of Lebu.

(j) Construction, or the facilitation of the construction, of economic lines, and the unification of the branch lines from the longitudinal to the coast.

(k) Adapt the railway tariffs of the private and state lines to the necessities of the mining industry.

(l) Practice of geological studies and soundings, etc., etc.

During the continuance of the war, copper will pay the duties specified in articles 3, 5, 6, on the maximum price per metrical ton, starting from £80 and 8 per cent additional on excess, electrolytic copper to pay 8 per cent starting from £70.

Argentina.

WOOL FACTORY.

Information received from London commercial circles point to the inevitable establishment of a wool factory in Argentina for the complete washing and preparation of the wool (work which is at present done in England) with a view to minimizing freightage. At the same time, local needs would be attended to in the way of manufactured goods, thereby saving freight both ways.

BANKING.

A telegram from Buenos Aires states that the commencement of operations in this capital of a branch of the "First National Bank of Boston" has been a great success. On the first day of opening (July 16) deposits were received amounting to over two million dollars.

Brazil.

NEW LINE OF STEAMERS.

Telegrams from Rio Janeiro announce that it is the intention of the Brazilian Government to establish a line of steamers between Brazil and Chile with the primary object of importing wheat from the latter country.

PRODUCTION OF GELATINE AND GLUE IN JAPAN.

Mr. E. F. Crowe, Acting Canadian Trade Commissioner in Yokohama, Japan, sends the following resumé of an article contributed to the Japanese press by an official of the Japanese Department of Agriculture and Commerce:—

Amongst the many industries of this country which owe their development to the European war, one of the most hopeful, as far as future prospects are concerned, is the manufacture of gelatine and glue.

Glue has been produced in Japan since ancient times, and in recent years the output has been not inconsiderable, but owing to its inferior quality as compared with the imported article, it has not been used in match-making, so that the import of foreign glue has also reached quite a large figure. No serious attempt seems to have been made to improve the quality of Japanese glue. The same cannot be said of gelatine, however, for its manufacture has been much studied during the past dozen years or so. Nevertheless, although it would be incorrect to say that nothing had been achieved, certainly until quite recently, the efforts of the investigators did not carry them very far. The question indeed had been almost given up when the European war broke out and brought in its train a deficiency in supplies and consequent high prices. Prospects for the industry in Japan looked brighter, and for the past year or more a great deal of investigation work has been carried on and experimental factories have been erected at many places, in Tokyo, Osaka, etc. In fact, the products in some cases are reputed to be quite up to the standard of the foreign article.

Gelatine is chiefly used in the manufacture of foodstuffs, medicines, photographic materials, printed matter, textiles, paints, paper, etc., but more recently it has also come to be utilized in making fishing lines, straw hats, buttons, combs, and other articles of adornment, so that the demand has grown considerably. Glue is used for all kinds of pasting work, in the manufacture of matches and paints, in printing, etc., but on account of the customs duty, 30/40% of the glue imported in recent years has consisted of "thick gelatine," and this has come to be largely used in making foodstuffs. As the result, imports have also increased,—the figure for the past year being almost yen 1,000,000.

As already pointed out, the manufacture of gelatine in Japan is still in the experimental stages, and the output does not exceed Yen 3,000 or Yen 4,000 worth, but the glue output is estimated at not less than Yen 1,500,000,—the places of production being Osaka, Nara, Wakayama, Tokyo, Hiroshima, etc. The quality is still inferior and cannot compare with the imported article for use in the manufacture of matches, foreign paper, and foreign confectionery, etc., is rapidly on the increase, the value of imports has made a corresponding advance.

The following table shows the imports of gelatine and glue during the past five years:—

Year.	Gelatine.		Glue.	
	Kin.	Yen.	Kin.	Yen.
1912..	113,190	74,742	1,911,940	458,938
1913..	89,798	60,598	2,278,674	489,663
1914..	77,015	57,386	1,281,610	280,135
1915..	51,076	56,312	1,566,479	442,910
1916..	59,617	104,424	2,859,418	968,383
Kin = 1·32 pounds. Yen = 2s. 1½d. (March, 1917.)				

The best Japanese gelatine is at present selling at about Yen 1.50 per lb. and it is almost as good as the imported article, but the output is so very small that it cannot hope to cope with the demand of the whole country. In order to increase the

production, a big gelatine factory is being constructed at Kinegawa, near Tokyo. The work of construction is proceeding rapidly, and on its completion it will have a monthly output of 10,000 lbs. of gelatine and 15,000 lbs. of glue. So far as gelatine is concerned, therefore, this factory alone will be able to supply the demand of the country; and in addition it will also produce a large proportion of the "thick gelatine" at present imported as glue.

Several other companies propose to manufacture gelatine and glue on a large scale.

When all these schemes are in working order, it is certain that not only will the domestic demand be fully supplied, but there will be an excess, and plans must be made to dispose of the balance by exports.

Most of the new industries started in Japan have arisen owing to a shortage in the supply of the foreign article, which has brought about a rise in prices, and enabled manufacturers to make huge profits, but when the war comes to an end and the inflow of foreign goods begins once more, prices may drop so much as to make the industries no longer profitable to the Japanese manufacturers.

With gelatine and glue, however, the case is quite different, as they are the product of the utilization of waste materials, and if the necessary skill is applied there is no reason for viewing the future with concern as is natural with some other industries. Moreover, the industry being a new one, a protective tariff may be introduced to ensure its development, and if this is done, there is little doubt but that the domestic demand at any rate will be fully met by local production.

CLOSER COMMERCIAL RELATIONS WITH LATIN-AMERICA.

(The World's Markets).

Learn to observe the amenities of business. Do not put into your business so much hustle that the courtesies are crowded out. Courtesy with these people will pay substantial dividends. To get and hold any fair share of South American trade, we can do several things with profit. Cultivate the scientific thoroughness and painstaking care of the German, to whom no detail is too small, but do not cultivate his lordly, domineering and insulting attitude of superiority which is everywhere evidenced. Cultivate the courtesy of the refined Frenchman, Spaniard and Italian, and the bulldog tenacity of the British in holding a customer, always having in mind that it is exactly the same there as it is here, easier to hold an old customer than to get a new one. We will grant that customers will be hard to get, but the same quality that makes them hard to get will make them easy to hold if you treat them right, and you have no business in those markets if you do not intend to do that. Remember you are in this field in competition with the world.

Do not have a half-dozen prices for your goods. Make your terms as easy and your prices as low as you ought to make them, and then stand by your guns. Maintain the quality and never substitute something else just as good or pretty nearly the same or even better quality. If you do not have what is ordered and cannot get it, do not send anything. But try to get the thing ordered, even if you do not break even on the transaction. The small amount lost in the transaction may be a wonderful investment for future business.

Do your corresponding and invoicing in the language of the people you have to serve and sign your letters with a pen and never with a rubber stamp. That does not look well, nor is it good form in this country, and it is looked upon as being still worse in foreign countries.

Fill orders exactly as given. Do not add to or send short, if it can be possibly avoided, and, if need be, inconvenience yourself a good deal in order to ship the exact

amount ordered. When your customer says, cases not to exceed a certain size or weight, follow his instructions. Your customer knows the carrying power of the donkey or llama which is to take these goods over the mountain trails into the interior. You do not know that.

Pack your goods the way your customer orders them packed. They are supposed to know how they ought to be packed to meet the demands of their market. They know the conditions—you do not. Assume that they know what they want when they order—you think you do when you order goods. When your customer says "Waterproof lined and securely strapped with wire or steel strap cases," follow his instructions. If you had ever seen them unloading goods from a steamer to a lighter on the west coast of South America, with a lighter rising and falling ten or twenty feet with each wave, and with the sea breaking over the lighter you would know why your customer was so particular in giving instructions.

If your customer orders you to put certain numbers on your cases, follow his instructions; but if you are a jobber, do not leave on the factory numbers, thus double numbering the cases. Be sure that the case numbers on the cases and invoices agree, and that there is only one case number on each case.

If you begin to do business with a firm when you need their business, then stay with them and do not neglect them as soon as your local business revives. You may want them later and it will be easier to keep them as customers than win back their business after you have neglected them. They never forget or forgive that kind of treatment; their business is not entirely for your convenience. If you have foreign business and you must delay some shipments, do not delay the shipments to your foreign customers to whom you can ship only occasionally. Bend all your energies to ship the goods. Some of your local shipments can go the next day without loss or inconvenience, but if this export shipment misses the connection, that one day's delay at the factory may cause a month's delay in the delivery of the goods, for the shipment may be timed to catch several steamers before it reaches its final destination. And finally, on your mail be sure and put sufficient postage. It is not the amount at issue; it is the constant, petty irritation that hurts.

CUBAN MARKET CONDITIONS.

The following report of prices ruling at the Havana Produce Exchange for the week ended August 17, 1917, has been furnished by Mr. Enrique R. Margarite, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation:—

August 14, ss. *Calamares*, 70 drums.
 " 15, ss. *Mexico*, 20 drums.
 " 14, ss. *San Jose*, 330 drums.

The market for fish in drums has continued just the same as last week, with a quiet demand in evidence and, therefore, a very weak feeling is noted among holders, to such an extreme that a decline in prices can be expected. We quote codfish at 12 cents per pound, haddock at 12½ cents, and hake at 11½.

CODFISH IN CASES.

Importation:—

August 14, ss. *San Jose*, 1,461 cases from Boston.
 " 15, ss. *Mexico*, 200 cases from New York.

An active demand has prevailed for codfish in cases and as the supplies available are of small importance, the prices have made a further gain. We quote at \$17.50 to \$20 per case for that from United States and Canada.

BLOATERS.

The demand for bloaters has continued light, but the price of \$1.70 per large box remains unchanged.

POTATOES.

Importation:—

1,543 barrels from New York.
1,977 " " Key West.

While these arrivals are small for the consumption of potatoes, a very active demand has prevailed and holders have succeeded in raising their price. We quote at \$7 per barrel.

EXCHANGES.

New York, 3 d/s. $\frac{1}{8}$ per cent premium.

London s/d. at \$4.77 $\frac{3}{4}$ per £.

TARIFF CHANGES AND INTERPRETATIONS.

Venezuela.

REDUCTION OF DUTIES ON FOOD PRODUCTS.

According to the United States Commerce Reports, the Government of Venezuela has adopted a resolution providing for the reduction of import duties on all canned goods. Shellfish and other fish not otherwise specified, prepared in any manner, will be dutiable under the second class plus a 50 per cent surtax (equivalent to \$2.06 per 100 pounds), representing a reduction of 40 per cent from the present rates of duty. All of the following have been placed in the third tariff class with a surtax of 50 per cent (equivalent to \$5.14 per 100 pounds), representing a decrease of 50 per cent from present rates: Prepared foods of animal origin in the form of powders, glutinated compounds, or extracts not otherwise specified; sweetmeats of all kinds; prepared foods of vegetable origin not otherwise specified; dried fruits and nuts with shells and fruits preserved in their own juice, or in syrup, or dried; and prepared grain and vegetables not otherwise specified.

These reductions become effective September 1, 1917.

NOTES ON FOREIGN TRADE.

Saloniki Market for Building Lumber.

(Consul John E. Kehl, Saloniki, Greece, United States Commerce Reports).

Before the outbreak of the present European conflict practically all lumber and timber used for construction purposes in Saloniki had to be imported. Most of it came from the Danube Valley in Austria, Roumania, and Bulgaria, but a considerable quantity was also of Russian and Norwegian origin. Now that these sources of supply are cut off, dealers have been turning to America. There are great possibilities in this district in the lumber trade as to both present and future.

The kinds of lumber that have been the most successful sellers in the past are the pine (Fichte) and fir (Tanne) of Austria. Buyers usually have stipulated that their orders shall be filled 70 per cent of the former and 30 per cent of the latter. There are

three recognized qualities of lumber on the Saloniki market, and the mills have as a rule shipped to local dealers 50 per cent of first quality, 40 per cent of second, and 10 per cent of the third.

Import Duty—Quotations.

The Greek customs tariff of 1914, under Schedules 50A, B, C, D, E, F, G, H, I, assesses the following duties per cubic meter (35.314 cubic feet) on lumber and timber imports: Pine boards, \$3.76; fir boards (up to 20 millimeters [millimeter=0.03937 inch] thickness), \$4.48; fir crosspieces and joists, \$2.80; pine and fir logs, \$2.24; oak logs, \$5.88; other logs, \$5.32; chestnut wood (up to 20 centimeters [centimeter=0.3937 inch] thick and wide) \$8.40; and chestnut wood (over 20 centimeters thick and wide), \$5.32.

Prices should be quoted f.o.b. New York, with a statement of freight and insurance rates prevailing at the time of quotation; and terms of sale should be cash against shipping documents by confirmed credit at New York.

Manufacture of Paper in Japan.

(British Chamber of Commerce Journal).

A trade in which Japan is sure to make great efforts to maintain a prominent position after the war is the manufacture of "European" paper. Before the war a heavy import duty compelled most publishers to use Japanese-made paper, though it was both dear and bad. Export was hardly dreamt of. Now a large part of the Asiatic trade is in Japan's hands and the new energy put into the business may bring it up to a European level. Saghalien makes important pulp contributions—a welcome sign of development of a rather neglected territory. Without the war it is doubtful whether paper manufacture would ever have been a success, but extraordinary circumstances have justified this and various other protected industries. They have a time of severe trial before them, however, for in many cases they are still far from working as cheaply as Europe in spite of low wages.

(British Paper Trade Journal).

Paper manufactured in Japan out of sulphite produced in British Columbia is among the possibilities of the near future. An enormous plant, it is said, is being erected in Tokio for the manufacture of paper and paper products, and it is proposed to import sulphite from British Columbia. This plant is expected to cost \$2,500,000, and is being constructed under an arrangement with the Japanese Government.

Motor-truck Market may Develop in Australia.

(United States Commerce Reports.)

There has been a large and satisfactory sale of American pleasure vehicles in Australia and New Zealand, and dealers have put nearly all of their energy into this line, according to a report from Commercial Attaché P. B. Kennedy at Melbourne. He states that Australian firms have not yet been convinced that motor trucks can be used to advantage, but he believes that the market for commercial vehicles can be developed. "This means," he says, "that skilled salesmen will have to come out and demonstrate the commercial utility of motor trucks."

British Trade Corporation.

FORM OF DECLARATION.

(Board of Trade Journal.)

The Form of Declaration in regard to the Charter which the British Trade Corporation is prepared to give under its Seal has been issued as a Parliamentary Paper, and is set out in full below:—

“To His Majesty’s Attorney-General for the time being on behalf of His Majesty.

“The British Trade Corporation hereby declares that it has sought and accepted the Charter on the footing that according to the true intent and meaning of the Charter the following are provisions thereof, namely:

“That the fundamental object for which the Charter has been granted is the giving of financial assistance to British traders and manufacturers, especially in connection with overseas trade; and that the Corporation is under an obligation to give full effect to such object, and will be accessible to the business public for the purpose of consultation and otherwise: that the Corporation is not intended to be, nor will it operate, as a competing contractor, merchant or trader, and that its enterprises shall be directed to the furtherance of its aforesaid fundamental object: that the powers and privileges given to the Corporation by the Charter are intended to be and are the machinery by which the Corporation will effectuate its said fundamental object, and will be exercised for the purpose, as a means of, and with a view to the carrying out or furtherance of the same, or so as to enable the Corporation to deal with situations arising by reason or in consequence of such carrying out or furtherance, and that nothing in the Charter has the effect of conferring any exclusive privilege on the Corporation as regards access to Government information or of placing it in any preferential position as regards the representation of British trade or finance, or of conferring upon it the right of acting as Agent of the Government except upon appointment in each case, or of excluding the Government from selecting other agents in cases in which they see reason for so doing.”

The following copy of an extract from the minutes passed at Board of the Corporation on 8th June, 1917, is appended to the Form of Declaration:—

“Resolved—That clause 135 of the Deed of Settlement shall not be acted upon until it shall first have been confirmed by a majority of the votes of shareholders in General Meeting, convened subsequently to the first issue of capital to the public.”

Savings Banks in Spain.

(Consul General Carl Bailey Hurst, Barcelona, United States Commerce Reports).

The postal savings banks inaugurated in Spain on March 12, 1916, opened with 700 offices, which by the end of the year had increased to 739, distributed throughout the country. The provinces of Badajoz and Oviedo, each with 32 branches, have the largest number, followed by Valencia with 29, Alicante with 28, and others with less numbers. These branches, taken as a whole, provide one for every 27,000 inhabitants.

On the first day of the postal-savings service 2,761 accounts were opened in various sums totaling \$27,775. As the year progressed the deposits augmented in spite of certain conditions adverse to the working classes. At the end of 1916 the number of deposits had increased to 572,180, and the amount of the deposits was \$3,515,637.

Besides the postal-savings banks, about 100 savings banks in Spain are in operation in connection with the various "Montes de Piedad," charitable institutions, economical societies, provincial and others. Deposits in these banks amount to over \$100,000,000. The savings banks in co-operation with the pawn establishments—the so-called "Montes de Piedad"—were introduced into Spain in 1839 and were so favourably received that similar institutions such as the Crédito Balear and Banco de Santander followed in 1872 and 1873, gradually growing in favour.

PRIZES DISTRIBUTED TO DEPOSITORS.

The habit of saving money is being encouraged from an educational point of view. One of the more important banks, in connection with a municipal pawn establishment, will distribute during 1917 \$4,315 in prizes to its depositors of the labouring class. Fifteen depositors of 75 years of age or over, who have no means of support and have savings bank books dating from before January 1, 1892, in which it can be seen that at least 40 deposits have been made during the past 25 years, will receive an annual pension of \$65.70 each. Thirty prizes of \$18 each will be awarded to depositors who, during the years from 1907 to 1916, inclusive, have made not less than five deposits each year. Thirty prizes of \$18 each will be awarded to depositors who have made a minimum of not less than 90 deposits since January 1, 1900. Fifty prizes of \$1.80 each will be given to depositors of less than 14 years of age whose bank books date from before January 1, 1913, and who have made at least 10 deposits not exceeding \$1.80 each. Fifty prizes of \$3.60 each will be awarded to depositors of the working class between 14 and 18 years of age having books dating from before January 1, 1914, who have made at least five deposits which may be considered as the result of manual labour, giving preference to those who are paid by the week. Thirty prizes of \$18 each will be distributed among depositors who before January 1, 1911, had reached 72 years of age and who had made 20 or more deposits, giving preference to the most aged. Thirty prizes of \$18 each will be awarded to depositors who have served more than 20 consecutive years doing purely manual work in the same workshop, factory, store, etc., and who were depositors before January 1, 1902, having made between the years 1907 and 1916, both inclusive, at least two deposits a year. Thirty prizes of \$18 each will be distributed among those who were depositors before January 1, 1912, who are married or widowers with four or more children under 14 years of age, giving preference to those who have most children.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending August 24, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	43,226	296,799	9,647		354,672
Consolidated Elevator Co.	33,372	140,133	7,397	34,994	215,896
Empire Elevator Co.	79,478	225,734	1,479	74,726	381,417
Ogilvie Flour Mills Co.	141,999	107,276	6,395		255,670
Western Terminal Elevator Co.	22,085	160,822	675	67,226	250,808
G.T. Pacific	94,375	368,312	6,697	41,178	510,562
Grain Growers' Grain Co.	18,429	394,972	11,543		424,944
Fort William Elevator Co.	40,957	72,303	2,037	29,461	144,758
Eastern Terminal Elevator Co.	47,935	169,244	1,680		218,859
Port Arthur—					
Port Arthur Elevator Co.	268,573	847,620	43,509	81,316	1,241,087
D. Horn & Co.	118,963	101,416	16,243	57,515	294,137
Dominion Government Elevator.	166,394	711,832	19,343	99,678	997,247
Thunder Bay Elevator Co.	128,833	139,463	15,061	39,113	313,470
Total Terminal Elevators.....	1,209,619	3,735,935	141,766	516,207	5,603,527
Saskatoon Dom. Govt. Elevator.....	8,616	27,223	1,360	1,004	38,203
Moosejaw Dom. Govt. Elevator.....	182,887	27,543	1,962	283	212,675
Calgary Dom. Govt. Elevator.....	13,643	22,966	109	516	37,234
Vancouver Dom. Govt. Elevator.....	1,995				1,995
Total Interior Terminal Elevators..	207,141	77,732	3,431	1,803	290,107
Depot Harbour.....					
Midland—					
Aberdeen Elevator Co.	49,713				49,713
Midland Elevator Co.	50,000	466,449			516,449
Tiffin, G.T.P.	1,000	62,016			63,016
Port McNicol.....	376,462	953,477			1,329,939
Collingwood.....		3,350			3,350
Goderich.....	332,967	264,410	1,000		598,377
Western Canada Flour Mills Co. Ltd..	257,174	107,894			365,068
Kingston—					
Montreal Transportation Co.	47,928				47,928
Commercial Elevator Co.	11,233	40,295			51,528
Port Colborne.....	274,488	183,255			457,743
Prescott					
Montreal—					
Harbour Commissioners No. 1.....	143,192	1,256,016	144,460		1,543,668
" " No. 2.....	309,704	927,635	6,385		1,243,724
Montreal Warehousing Co.	349,797	1,067,905	48,459		1,466,161
Quebec Harbour Commissioners	1,855	24,440			26,295
West St. John, N.B.	121,789		4,710		126,499
Halifax, N.S.	116,181				116,181
Total Public Elevators.....	2,443,483	5,357,142	205,014		8,005,639
Total quantity in store.....	3,860,243	9,170,809	350,211	518,010	13,899,273

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended August 24, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—				
No. 1 Hard	3,381			3,381
No. 1 Northern	23,037	9,264	180,884	213,185
No. 2 "	78,902	39,640	329,318	447,860
No. 3 "	48,408	67,940	624,464	740,812
No. 4 Wheat	156,189	15,714	548,255	720,158
No. 5 "		2,844	227,616	230,460
No. 6 "		402	106,668	107,070
Other	899,702	71,337	426,278	1,397,317
Totals.....	1,209,619	207,141	2,443,483	3,860,243
Oats—				
No. 1 C. W.	15,617		73	15,690
No. 2 "	1,397,186	15,821	2,304,385	3,717,392
No. 3 "	335,533	14,678	610,414	960,625
Ex. No. 1 Feed....	833,196	17,404	752,002	1,602,602
No. 1 Feed		8,474	426,098	434,572
No. 2 "		4,693	84,483	89,176
Other	1,154,403	16,662	1,179,687	2,350,752
Totals.....	3,735,935	77,732	5,357,142	9,170,809
Barley—				
No. 3 extra C. W.				-
No. 3 C. W.	10,672	107	115,800	126,579
No. 4 "	84,914	2,311	10,937	168,162
Feed	11,192		1,400	12,592
Rejected	14,333		2,567	16,900
Other	20,655	1,013	4,310	25,978
Totals.....	141,766	3,431	205,014	350,211
Flax—				
No. 1 Northwestern Canada	276,950	625		277,575
No. 2 C. W.	137,487	1,166		138,653
No. 3 "	64,059	12		64,071
Rejected				-
Other	37,711			37,711
Totals.....	516,207	1,803		518,010
Corn.....				
Total quantity in store.....	5,603,527	290,107	8,005,639	13,899,273

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators, and Public Elevators in the East, on August 24, 1917, with comparisons for three years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>August 24, 1917.</i>			
Terminal Elevators.....	1,209,619	4,393,908	5,603,527
Interior Terminals.....	207,141	82,966	290,107
Public Elevators in the East.....	2,443,483	5,562,156	8,005,639
Total.....	3,860,243	10,039,030	13,899,273
<i>August 25, 1916.</i>			
Terminal Elevators.....	7,456,751	7,012,150	14,468,901
Interior Terminals.....	491,268	104,552	595,820
Public Elevators in the East.....	6,758,660	6,654,730	13,413,390
Total.....	14,706,679	13,771,432	28,478,111
<i>August 26, 1915.</i>			
Terminal Elevators.....	338,459	1,250,902	1,589,361
Interior Terminals.....		5,682	5,682
Public Elevators in the East.....	1,240,804	723,062	1,963,866
Total.....	1,579,263	1,979,646	3,558,909
<i>August 27, 1914.</i>			
Terminal Elevators.....	1,121,333	2,558,597	3,679,930
Public Elevators in the East.....	1,742,183	1,126,926	2,869,109
Total.....	2,863,516	3,685,523	6,549,039

TRADE INQUIRIES.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1222. **Box shooks.**—A Cape Town firm of merchants want quotations on box shooks, annual requirements about 400,000 boxes, different sizes. Full particulars on application to Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1223. **Provisions and groceries.**—A London firm, which acts as export agent for a number of British firms in provision and grocery lines, would like to hear from Canadian shippers of general produce seeking an export connection.

1224. **Dried and canned fruits.**—A Liverpool firm wishes to be placed in communication with shippers of dried and canned fruits, who desire the services of an agent in England.

1225. **Wooden pails.**—A hardware merchant long established in Birmingham would like to represent Canadian manufacturers of wooden pails.

1226. **Provisions.**—A Cuban commission merchant desires to represent Canadian firms having codfish, potatoes, salmon, sardines, beans and provisions in general for export.

1227. **Pig-iron.**—Bolzaneto (Genoa) manufacturers wish to buy for own account pig-iron, b.g.e.f.

1228. **Electrical material, ironmongery, agricultural implements, etc.**—A Florence firm would like to buy for own account (or represent on commission) electrical material and lamps, ironmongery, agricultural machinery, locks, hardware, copper sheets and bars, etc., f.g.f.

1229. **Raw tortise shell.**—An importer at Naples would like to buy raw tortise shell, n.f.a.r.

1230. **Soaps, chemicals, pharmaceutical products, naval machinery, etc.**—An agent at Genoa would represent on commission manufacturers of soap, chemicals, pharmaceutical products, naval machinery, etc., g.d.c.

1231. **Stoves—wood or anthracite.**—A company at Genoa (specialists) would take up actively either on a commission basis or for own account, wood and anthracite stoves.

1232. **Tin-plates, iron, caustic soda, chemicals, codfish, salted and smoked fish, oils, etc.**—An Italian firm would handle as representatives for Italy, tin-plates, caustic soda, chemicals, codfish, salted and smoked fish, oils, etc.

1233. **Motors, machinery and tools for agricultural, electrical and building purposes.**—An Italian firm at Bari would like to represent manufacturers of motors, machinery and tools for electrical, agricultural or building purposes, b.c. & t.

1234. **Fatty acids and chemicals for soapmaking, tin-plates, coffee.**—Palermo commission merchants wish to open up direct business with manufacturers of fatty acids and chemicals for soapmaking, tin-plates and would act as agents of direct importers of coffee, p.e.m.c.

1235. **Electrical materials, chemicals, steel, tools and general machinery and engineering articles.**—Genoa engineers would represent firms manufacturing or exporting electrical materials, chemicals, steel, tools, and general machinery and engineering articles, g.p.c.

1236. **Sulphite of sodium and soaps.**—A merchant at Genoa would buy for own account sulphite of sodium and soaps, s.q.t.g.

1237. **Industrial machinery, especially for shipbuilding.**—Engineer, manager of a mining company, would represent British manufacturers of industrial machinery in general, especially for shipbuilding purposes, i.a.g.

1238. **Agency.**—A British subject at Bologna, Italy, wishes to secure agencies of merchants or manufacturers interested in trade with Italy.

1239. **Anchors and chains and machinery for ships.**—A party at Genoa would handle anchors and chains for ships, and machinery for same, g.e.e.

1240. **Brushes, brooms, military supplies.**—A Turin importer-exporter desires connections with firm interested in trade with Italy, especially in brushes, brooms, and military supplies, t.f.c.

1241. **Chemicals for photography.**—A Genoa importer seeks to represent manufacturers of chemicals for photography, g.i.c.

1242. **Electrical supplies, lamps, insulators, lamp-holders, switches, etc.**—A Rome firm would represent on commission or buy for own account, electrical supplies, lamps, insulators, lamp-holders, etc., r.g.b.

1243. **Metabisulfite of potash.**—A firm at Marsala, Italy, are buyers of metabisulfite of potash, m.s.d.v.

1244. **Machinery, tools, aircraft motors, engineers' supplies.**—A party at Venice, Italy, would represent on commission manufacturers and exporters of machinery, tools, aircraft motors, engineers' supplies, etc., v.a.m.

1245. **Hygenic ware, gas and electric stoves, fittings for same, and geysers, galvanized pipes, plumbers' sundries, etc.**—Genoa representatives would handle on commission hygenic ware, gas and electric stoves, and fittings for same, geysers, galvanized pipes, plumbers' sundries, etc., g.a.e.

1246. **Razors, scissors, haircutting machines, etc.**—A Genoa agent would handle razors, scissors, haircutting machines, etc., for hairdressers, g.o.p.

1247. **Drapery, woollen piece-goods, Irish linen, handkerchiefs, aniline dyes, etc.**—A firm at Naples would represent manufacturers of drapery, woollen piece-goods, Irish linen and handkerchiefs, aniline dyes, etc., n.g.b. & Co.

1248. **Oils—animal and vegetable, oil seeds, waxes, greases, soda, tin-plates, metals, belting, engineering supplies, etc.**—A commission agent at Genoa, Italy, is open to handle animal and vegetable oil, oil seeds, waxes, greases, soda, tin-plate, metals, belting, engineering supplies, etc., g.l.f.

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COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, Lonja del Comercio. Apartado 1290, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, care of H. B. M. Consul, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watmill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrinskaya, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

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F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bagota, British Consul General.

Ecuador:

Quitto, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal.

Lisbon, British Consul.

Russia:

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Petrograd, British Consul.
Vladivostok, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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Commercial Intelligence Journal

VOL. XVII.

No. 711.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, SEPTEMBER 10, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, September 10, 1917.

No. 711

RUSSIA IN ASIA.

REPORT OF TRADE COMMISSIONER.

(*Mr. L. D. Wilgress.*)

OMSK, SIBERIA, June 10, 1917.

LOGGING AND SAW-MILL EQUIPMENT AND WOOD-WORKING MACHINERY FOR SIBERIA.

Timber Resources of Siberia.

The forest wealth of Siberia is a reserve upon which foreign markets will undoubtedly commence to draw in increasing quantities in order to replace the diminishing supplies of timber from other sources. Measures are now being considered whereby the forest resources of this region may be utilized to greater advantage, particularly as regards the development of an export trade abroad in Siberian forest products. The timber trade is regarded as one of the readiest means available for paying off the interest on the public debt of the country and readjusting the balance of trade. This question is of great interest to Canadians, not only in so far as Siberian timber is likely to compete on the United Kingdom and other markets with the products of Canadian industry, but also by reason of the opportunity which will be presented to Canadian manufacturers for the supply of logging and saw-milling equipment and wood-working machinery of various kinds.

Area of Forests.

The forest area of Asiatic Russia has been roughly estimated at 853,000,000 acres. The State owns the bulk of the forests of this region, the area amounting to 642,000,000 acres, of which 39 per cent is classed as rich forest lands. In addition the forest possessions of the Imperial Cabinet have comprised an area of 54,000,000 acres, chiefly in the Altai district. These forest lands will now probably be converted into national property, and more attention devoted to the exploitation of their timber wealth. Large tracts of forest land also belong to the Cossacks, particularly along the Amur river in Eastern Siberia.

The largest forest areas of Asiatic Russia are in the western and eastern regions of Siberia. It is estimated that in that part of Siberia which lies west of lake Baikal there are 465,000,000 acres of virgin forest, and Eastern Siberia, while not so richly endowed, has sufficient timber to supply the requirements of foreign markets for many years to come. A large part of the forest area of Siberia is still unexplored, the resources in number of trees, species and value being unknown. Thus it is estimated that only about a quarter of the whole area had been either wholly or partially investigated by the year 1915. The investigations which have been made, however, have unquestionably established the great value and wealth of these forests, while as regards the exploitation of their timber resources, only a fringe has yet been touched.

Principal Timber Trees.

The chief varieties of timber trees in Western Siberia are the so-called Siberian "cedar" or cembran pine, the Siberian "fir" or spruce, the silver fir and the larch. The most widespread type of forest, especially along the banks of the Ob and Irtisch rivers, is a mixture of common and Siberian spruces interrupted here and there by a mixture in which spruce and cembran pine predominate. In the more swampy districts the spruce predominates with an admixture of beech, birch and alder, while bordering the steppe region are forests consisting entirely of birch. For commercial purposes, the most use is made in Western Siberia of cembran pine and spruce. Mention should also be made of the Siberian pine, which is found in the north of Siberia. This wood possesses valuable qualities on account of its soft nature and its adaptability to certain kinds of pattern work. It is possible that a demand for its consumption may arise in Western Europe.

In Eastern Siberia, both coniferous and deciduous species are found along the Amur river and the seacoast. The chief deciduous species are oak, ash and walnut. Little use, however, is made of these timbers except as firewood. The most important wood for commercial purposes is white pine or "kedr," which resembles North American white cedar. This tree is of great height and growth, and produces an excellent quality of timber. "Kedr" is the only wood which is at present in demand for purposes of construction. The Siberian larch is replaced in Eastern Siberia by the daur larch, which yields timber of good quality, used as beams, telegraph poles, etc. It may also be used under water. The spruce present is the Ayansk fir, which is very widespread, but little used for building or other purposes. Large forests of yellow pine of excellent quality are also found along the Amur and present good prospects for future exploitation. There remains to be mentioned the aspen, which is found here and there throughout Eastern Siberia, but especially in the north, and which is exported to Japan for the manufacture of matches.

Exploitation of Timber Resources.

It will be seen from the above that the timbers are found in Siberia which are in great demand in foreign markets. It may be stated that up to the present this great forest wealth has been practically untouched. In Western Siberia, owing to the difficulty of transporting timber to foreign markets, the forest resources have been exploited only for the purpose of supplying home requirements. The peasants obtain large areas of forest adjoining their villages and cut as much timber as they want without restriction. Birch and other woods are utilized as firewood and to provide fuel for the railway and steamers. A number of saw-mills have been established at convenient points along the principal rivers for the purpose of supplying local demands for building materials. In comparison, however, with the total resources available, the present rate of exploitation of the forest wealth of Siberia may be considered as negligible. This particularly applies to the State forests which comprise the bulk of the forested area. Thus it has been estimated that less than 10 per cent of the total amount of timber available for sale from these forests was disposed of during the year 1911. There is a large amount of standing timber which requires felling and removal in the interests of the forests themselves. The timber industry of Western Siberia is therefore capable of great extension without fear of exhausting the forest wealth of the territory.

Similar considerations apply to Eastern Siberia except that from this section of the country an export timber trade with foreign markets had already been developed before the war. The higher grades of Siberian cedar or "kedr" were being shipped to Great Britain from Vladivostok and other ports, while inferior kinds of lumber were exported to Japan and China. The former country also received a considerable quantity of aspen logs for the manufacture of matches. Some pine and spruce logs and mine props were also shipped to Australia.

The following table shows the quantity of timber exported from Vladivostok during the year 1912:—

Kind of Timber—	To	To	To	To
Cedar—	Great Britain.	Japan.	China.	Korea.
Sawn.. cu. ft.	361,650	9,420	36,720	51,697
Logs..“	317,592	.....	.....	300
Oak—Logs..“	8,306	.....	.....	—
Aspen—Short logs.. . . .“	.....	307,204	.....	—
Veneer.. sq. ft.	118,059	408	3,517	—

Future Prospects.

The measures are now being considered whereby the forest resources of Siberia may be exploited to better advantage. For this purpose conferences have been held between those interested in the timber trade and the State departments concerned. It has been realized that in order to increase the timber outputs, a correct system of management of the forests is necessary, together with the organization of the sale of timber. A reliable investigator has stated that with proper exploitation the timber wealth of this region should suffice for the requirements of Western Europe for many generations to come. In order to make possible, however, the shipments abroad of Siberian forest products, a proper organization is required, backed by sufficient capital to enable the adoption of up-to-date extraction methods. An enlargement of the existing mills and the creation of new saw-mills will also be necessary, as well as the establishment of other industrial concerns using wood as raw material. Closely related to the question of the organization of the sale of timber is the creation of railways and waterways connecting Siberia with the markets of Western Europe.

Difficulties of Export.

The transport difficulty has been one of the chief obstacles to the export of timber from Western Siberia to foreign markets. Bulky products such as timber are not able to stand the cost of the long haul westwards to the seaboard by the Siberian railway. The country is well supplied with natural waterways, but the principal rivers all flow northwards to the Arctic ocean. Communication with Western Europe is hindered by the fact that in order to reach the mouths of these rivers ships have to navigate the Kara sea, which is blocked with ice during the greater part of the year. A railway has been projected to connect the lower reaches of the Ob river with one of the ports of the Arctic west of the Kara sea. It is claimed that with the construction of this line, timber could be forwarded to a port on waters free of ice for five months of the year, and that the freight rate from Omsk to London would be reduced to about 24 roubles a ton (par value of rouble = 51·5 cents) or one-third less than at present. The construction of a canal to connect the Ob River system with the Kama and Volga rivers of European Russia is also being considered, and if carried out should have the effect of appreciably cheapening timber freights from Siberia to Baltic ports. By these and other means it is thought possible to stimulate the further exploitation of the forest wealth of Siberia, particularly of the northern districts, and to establish a regular trade with Western Europe in Siberian forest products.

The problem of the export of timber from Eastern Siberia is less complex, since cheap communication is afforded by the Amur River system, which flows through the country into the Pacific. The timber industry on the Amur, however, is still in its infancy. The majority of the mills have been established for supplying government requirements and hence have not been conveniently situated for export trade. One of the chief difficulties has been the scarcity of labour, making local charges too high for effective competition. Difficulties have also been experienced in disposing of the lower grades of Siberian cedar, the United Kingdom market taking only the higher grades, which account for less than 25 per cent of the log. For this purpose attempts

have been made to develop a trade with the Japanese, Chinese and Indian markets. The recent improvements to the port of Vladivostok and the adaptation of the harbour facilities at Nicolaievsk-on-Amur for the handling of timber should greatly facilitate the shipping of forest products from Eastern Siberia. With the erection of mills close to the waterfront, there should therefore, be an increase in the amount of timber exported from the Russian ports on the Pacific. A great deal depends, however, and the same applies to the prospective export of Western Siberian timber to Europe, on the demand for lumber from foreign markets and the conditions of the world's timber trade after the war.

Opportunity for the Sale of Canadian Appliances.

The possibility of the extension of the export trade in Siberian timber presents the prospects of a considerable amount of logging and saw-milling appliances being required for the purpose of enlarging existing lumber producing facilities. The development and further growth of the country should also greatly increase local requirements for forest products and thus assure a steady demand for the above appliances without taking into consideration the export possibility. Canadian firms should therefore carefully investigate the opportunity for co-operating in this development by supplying a share of the logging equipment, saw-milling machinery, mill and factory supplies, wood-working machine tools, pulp and paper mill equipment, etc., which will be required.

Generally speaking, it may be stated that the methods at present employed for exploiting the forest resources of Siberia are uneconomical as compared with Canadian practices. The forest conditions and climate of the country, however, are in many respects similar to the circumstances under which timber is cut in Canada. The Russians as a rule are ready to test the methods which have proved their usefulness in other countries. Moreover, Siberian timber proprietors will have to adopt more economical practices if they wish to compete effectively in foreign markets. It is therefore thought possible that some of the more up-to-date features of Canadian methods could be introduced into Siberia, thereby creating openings for the sale of appliances of Canadian manufacture.

Present Methods of Cutting Timber.

The usual practice in Siberia is to fell trees by hand near the rivers. Up to the present practically no use has been made of up-to-date logging appliances. The logs are hauled to the rivers by horses, a great number of men and horses being required for the work. They are either floated down to the mills by rafts or are brought down on barges. The scarcity and high cost of labour at the present time is directing the attention of timber producers to the question of introducing labour-saving appliances. Inquiries are being made for portable hoisting cranes, while it is probable that a demand could also be created for other logging appliances in use on the American Continent, such as cableways, stationary engines, tractors, locomotives, etc.

The saw-milling machines which have been installed in the Siberian mills are almost all of the frame type. A number of adjustable saw blades, the maximum ranging from 16 to 26 are hung to a long reciprocating frame, which moves up and down at a comparatively slow rate. It is stated that this type of machinery gives general satisfaction, being adapted to a variety of purposes and not requiring highly efficient labour for its operation. This latter point is considered important in view of the quality of the labour available. Germany and Sweden supplied most of the machines installed in Siberia before the war. The manufacture of machinery of this type has lately been taken up by firms in European Russia. As an illustration of prices, it may be mentioned that a saw-milling outfit operated by a 100 horse-power engine attached, which was sold to a Siberian timber proprietor by the German Kirkner firm, cost approximately \$14,000.

Cutting of Timber for State Forests.

A plan was adopted before the war for the cutting of timber from the State forests on a large scale. The management of the forest lands belonging to the Government in Siberia has been largely in the hands of the Colonization Department of the Ministry of Agriculture. This department operates several saw-mills and supplies the peasants and newly arrived immigrants with building materials and other wood products which they require. Although the future position is uncertain, it is probable that the Colonization Department will take over the forest lands which hitherto have been under the control of the Imperial Cabinet. Little has been done up to the present for the exploitation of the timber wealth of these lands. The head office for Siberia of the Forest Branch of the Colonization Department is situated at Omsk and the director has expressed his desire to receive quotations and other particulars from Canadian manufacturers of saw-milling and wood-working machinery. He would be especially interested in hearing from firms in Canada able to supply a circular saw machine adapted for cutting railway sleepers. Such a machine is required in Siberia and if suitable would be assured a good sale. The department in question are also anxious to receive particulars with regard to machines which would be suitable for the manufacture of the various parts of portable houses for colonists. Canadian firms interested should refer for further information to Trade Inquiry No. 1251, published at the back of this number of the *Weekly Bulletin*.

PROSPECTS FOR CANADIAN MACHINERY.

Opinions differ with regard to the possibilities for the introduction of saw-milling machinery of the Canadian type. Owing to the small diameter of the timber to be cut and to other reasons, the frame saw machinery at present in use is said to be more suitable to the conditions in Siberia. It is also thought that circular saws would be difficult to operate with the labour available. Canadian band-mill outfits would probably have more success, since their use is more familiar to Siberian timber proprietors, having been already introduced into European Russia. Canadian machinery, however, would have to compete in price with frame saw products of Swedish and Russian make. A great deal could no doubt be accomplished by a campaign of instruction among the larger timber producers. The installation of a few important outfits, which would serve to demonstrate the economy and advantages of Canadian methods, might result in a considerable demand being created for machinery of Canadian manufacture.

Owners of saw-mills and timber properties in Western Siberia for the most part obtain the machinery and other equipment which they require through dealers in Petrograd and Moscow, who act for the manufacturers. The most satisfactory course for Canadian firms, wishing to cater to this business, was pointed out by Mr. C. F. Just, the Canadian Trade Commissioner at Petrograd, in a report published in *Weekly Bulletin* No. 684. Among other things the necessity was emphasized for the personal investigation of the situation by expert representatives of Canadian manufacturers. With regard to Eastern Siberia, the trade in saw-milling machinery and equipment in this part of the country is handled from Vladivostok and the names of the firms dealing in this line may be obtained by interested Canadian manufacturers on application to the Department of Trade and Commerce, Ottawa. (Refer file No. 17251.)

AUSTRALIA.

FROM REPORT OF TRADE COMMISSIONER.

(Mr. D. H. Ross.)

MELBOURNE, July 24, 1917.

REVIEW OF AUSTRALIAN TRADE—PART II.

AGRICULTURAL IMPLEMENTS, MOTOR CARS, BICYCLES AND VEHICLES.

Imports of Agricultural Implements.

Considering the abnormal conditions, the decrease in the values of agricultural implements imported in 1915-16 is not a matter for great concern. With a large withdrawal of labour from the country districts for the Australian Imperial Forces abroad, together with increased costs and freights, the incentive for speculative importations ceased. This trade fluctuated according to climatic conditions and also in the extent of new areas being opened for cultivation. If a season is favourable, there is a corresponding demand for implements, whereas if the season is unfavourable large stocks are carried over until the next normal year.

The total imports of agricultural implements and machinery, from all countries, into the Commonwealth for the years 1913 to 1915-16 are shown thus:—

Australian Imports—	1913.	1914-15.	1915-16.
Agricultural machinery, etc..	£539,206	£513,326	£456,952

Canadian Agricultural Implements.

For many years Canada has maintained the predominating position in the imported agricultural machinery and implement trade of the Commonwealth, although, admittedly, the margin in 1915-16 was a small one.

For the first year on record the premier position agricultural implements occupied in the list of importations from Canada has been overtaken and passed by “made-in-Canada” motor cars.

The large trade has been attained by supplying implements suitable for the varied requirements of the Australian states, combined with the invaluable assistance rendered by branch houses or capable agents, with expert selling organization.

For cultivating, sowing and cutting the importations are, practically, confined to agricultural machinery made in Canada and the United States.

The importations from the United Kingdom are largely composed of plough-shares, plough-boards and articles required by Australian manufacturers for the construction of locally-made implements. Some threshing outfits, rollers, mowers and cream separators are also of British make. For comparative purposes, the subjoined schedule shows the value of Australian importations from the three principal sources of manufacture, Canada, the United States and the United Kingdom for the last three years.

Agricultural Machinery—		From Canada.	From United States.	From United Kingdom.
Australian imports, 1913.. . . .		£260,798	£189,387	£75,699
“ “ 1914-15		261,878	188,355	55,610
“ “ 1915-16.. . . .		204,139	200,301	45,901

Agricultural Machinery Imports Classified.

Many items of agricultural machinery of minor importance are included in the Commonwealth trade classifications with items of considerable value. In giving the values of the importations for the last two years in the appended schedules, comment is made only upon the more important items. As heretofore, should detailed information be required by manufacturers of special farming machinery and implements as to their adaptability for the Australian trade, it will be furnished on application.

The classification and values of the imports into Australia, showing increases and decreases, will be found in the appended tables:—

Chaffcutters and Horse Gears, Chaffcutter Knives, Corn Shellers, Corn Huskers, Cultivators N.E.I., Harrows, Ploughs N.E.I., Ploughshares, Plough Mould Boards, Scarifiers.—Imports.

Country of Origin.	1914-15. Value.	1915-16. Value.	+ Increase. —Decrease.
United Kingdom.. . . .	£ 23,165	£ 20,257	— £2,908
Canada.. . . .	58,244	60,886	+ 2,642
New Zealand.. . . .	3,132	3,921	+ 789
Other British.. . . .	27	.....	— 27
United States.. . . .	45,873	41,073	— 4,800
Other foreign.. . . .	150	.....	— 150
Total.. . . .	£130,591	£126,137	— £4,454

Combined Corn Shellers, Husker and Bagger, Combined Corn Sheller and Husker, Disc Cultivators, Stump Jump Ploughs, Winnowers, Seats, Poles, Swingle Bars, Yokes and Trees for Agricultural Machines, when Imported Separately.—Imports.

Country of Origin.	1914-15. Value.	1915-16. Value.	+ Increase. —Decrease.
United Kingdom.. . . .	£ 176	£ 129	— £ 47
Canada.. . . .	3,061	4,903	+ 1,842
New Zealand.. . . .	1	.....	— 1
United States.. . . .	11,494	10,102	— 1,392
Other foreign.. . . .	43	.....	— 43
Total.. . . .	£14,775	£15,134	+ £359

Imported stump jump ploughs are almost exclusively Canadian, while the trade in disc cultivators, seats, poles, swingle bars, yokes and trees are held by Canada and the United States. Corn shellers and huskers are unimportant in value. It is considered that the competition of Australian manufacturers has a direct bearing upon the importations under this classification.

Drills (Fertilizers, Seed and Grain).

Country of Origin.	1914-15. Value.	1915-16. Value.	+ Increase. —Decrease.
United Kingdom.. . . .	£ 9	.....	— £ 9
Canada.. . . .	27,851	£35,641	+ 7,790
United States.. . . .	7,410	23,729	+ 16,319
Other foreign.. . . .	17	.....	— 17
Total.. . . .	£35,287	£59,370	+ £24,083

The increase in the importations of seed and grain drills is attributable to the values in the previous year being considerably lower than normal. In 1911, the value of the imports was £117,079 so that, with even the improved volume of trade in 1916-17, the trade appears capable of greater expansion. While importers admit that the 1911

imports were largely in excess of requirements, the competition of Australian manufacturers is a growing factor in this and other lines of implements.

Attachments for Drills (Fertilizers, Seed and Grain)—Imports.

Country of Origin.	1914-15. Value.	1915-16. Value.	+ Increase. — Decrease.
United Kingdom...	£ 4	£ 301	+ £297
Canada...	3,030	3,003	— 27
Germany... . . . .	.....	2	+ 2
United States...	1,121	982	— 139
Total.. . . .	£4,155	£4,288	+ £133

This trade is dependent upon replacements required for imported drills and parts used by Australian manufacturers of agricultural machinery.

Harvesters (Stripper)—Imports.

Country of Origin.	1914-15. Value.	1915-16. Value.	+ Increase. — Decrease.
Canada...	£113,262	£ 4,242	— £109,020
United States...	24,227	13,971	— 10,256
Total.. . . .	£137,489	£18,213	— £119,276

The decrease in the imports of stripper harvesters and reaper threshers (the values of which appear in the foregoing classification) is attributable to the large carry-over from the previous year in which the season was so unfavourable for the sale of these machines. Further, considerable shipments for the 1916-17 season arrived after the close of the fiscal year. In imported harvesters and threshers, Canada maintains the premier position. As emphasized in a former report, the stripper harvester can only be used under dry climatic conditions, such as in Australia and the Argentine, where the grain is ripened on the straw. Stripper harvesters are also extensively made by Australian implement manufacturers.

Metal Parts of Stripper Harvesters and Strippers—Imports.

Country of Origin.	1914-15. Value.	1915-16. Value.	+ Increase. — Decrease.
Australia...	£ 137	.....	— £ 137
Canada...	13,098	710	— 12,388
United States...	2,809	665	— 2,144
United Kingdom... . . . .	.....	1	+ 1
Other British... . . . .	.....	4	+ 4
Total.. . . .	£16,044	£1,380	— £14,664

Coincident with the decreased importations of harvesters was the reduction in the importation of parts.

Mowers, Reapers and Reapers and Binders—Imports.

Country of Origin.	1914-15. Value.	1915-16. Value.	+ Increase. — Decrease.
United Kingdom...	£ 7,311	£ 3,701	— £ 3,610
Canada...	37,332	86,975	+ 49,643
New Zealand... . . . .	.....	5	+ 5
United States...	52,495	72,352	+ 19,857
Total.. . . .	£97,138	£163,033	+ £65,895

The large imports in 1915-16 were because the large acreage under cultivation gave early indication of increased trade in reapers and binders. Further, the out-

look for conscription caused farmers to place early orders for implements and machinery. The Government's promise to pool the sale of wheat, and the assurance of favourable prices to growers, influenced importers to place larger orders for these lines of harvesting machinery. The dislocation of shipping made it necessary to arrange exportation from Canada and the United States much earlier than the goods were required in order to ensure delivery in time for the coming season.

Agricultural Implements, N.E.I. (Dutiable)—Imports.

Including cane loaders, unloaders, and harvesters; channel-making graders; garden and field spraying machines, rollers, hose reels, syringes; horse road-rollers and machines; lawn mowers, sweepers and sprinklers; road scoops and scrapers; scoops; stump extractors.

Country of Origin.	1914-15. Value.	1915-16. Value.	+Increase. —Decrease.
Australia.. . . .	£ 518	.....	— £ 518
United Kingdom.. . . .	11,134	£ 9,043	— 2,091
Canada.. . . .	1,583	3,245	+ 1,662
New Zealand.. . . .	234	164	— 70
Straits Settlements.. . . .	3	.....	— 3
France.. . . .	252	120	— 132
United States.. . . .	31,264	23,289	— 7,975
Other foreign.. . . .	114	45	— 69
Other British.. . . .	.....	3	+ 3
Total.. . . .	£45,102	£35,909	— £9,193

In garden and orchard implements, and other lines included in this miscellaneous schedule, United States manufacturers continue to hold the bulk of the trade. Well-established makes of British and United States lawn mowers control the bulk of the Australian requirements. The demand continues throughout the entire year, and is undoubtedly worthy of the close attention of manufacturers in the Dominion. Channel graders and scoops, chiefly from the United Kingdom and the United States, are used in irrigation and swamp reclamation works.

Agricultural Implements, other (free)—Imports.

Including testers and pasteurizers, cotton gins; fibre scutching machines; hand-worked rakes and ploughs combined; hay tedders; horse rakes; lucerne bunchers; maize harvesters; maize binders; milking machines; mouldboard plates in the rough and not cut into shape; potato raisers or diggers; potato sorters; root cutters; pulpers and graders, straw stackers; sub-surface packers, threshing machines, maize harvesters and maize binders.

Country of Origin.	1914-15. Value.	1915-16. Value.	+Increase. —Decrease.
United Kingdom.. . . .	£13,811	£12,469	— £1,342
Canada.. . . .	4,384	4,534	+ 150
New Zealand.. . . .	1,011	1,057	+ 46
Denmark.. . . .	1,100	1,189	+ 89
Germany.. . . .	1	.....	— 1
Norway.. . . .	276	.....	— 276
Sweden.. . . .	445	.....	— 445
United States.. . . .	11,662	14,138	+ 2,476
Other foreign.. . . .	27	101	+ 74
Total.. . . .	£32,717	£33,488	+ £771

The importations from Canada are chiefly horse rakes, lucerne bunchers, root cutters, pulpers and sub-surface packers. New Zealand milking machines are in demand despite the competition of Australian manufacturers. Importations from the United Kingdom are mainly represented in mouldboard plates and a few thresh-

ing outfits. From the United States the leading lines under the above schedule are similar to those from Canada with the addition of rakes, bunchers and mouldboard plates.

Lime Spreaders on Australian Farms.

As indicated in *Weekly Bulletin* No. 652, a demand exists for lime spreaders to overcome sourness of the soil caused by the continued use of superphosphates as a fertilizer. The spreaders are in chief demand in the irrigation districts where lucerne (alfalfa) is cultivated. While these machines are made in Australia, both Canadian and United Kingdom spreaders are well known in the trade.

Corn Planters.

Recently, further inquiries have been received from Canada in respect to the demand for corn planters which are known in Australia as maize drills. The check-row planter in America is not favoured in Australia. Under normal seasons, the sale of single-row corn planters—or maize drills—is not estimated to exceed 1,000 planters, of which the importations are from Canada and the United States. The sale is chiefly in the states of Queensland and New South Wales. It is estimated that about one-third of the planters are equipped with a small fertilizer attachment to permit the sowing of superphosphates or bone dust along with the corn.

Importation of Implements in 1917-18.

Owing to the extremely bad climatic conditions experienced in the season of 1916-17, harvesting operations proved so difficult and labour so scarce that the harvest was protracted and in place of being finished—as usual—early in February, it continued until the latter part of March. In consequence, the acreage under fallow was not so large in 1917 as in previous years and this militated against the area of land being prepared for seeding operations. The broken weather in the autumn and early winter months prevented farmers sowing as large a quantity as usual. It is estimated by grain merchants that, owing to the conditions outlined and the fact that farmers are unsettled owing to the war, the result will be a marked decrease in the area under cultivation in Australia for the season of 1917-18 as compared with the harvest of 1916-17. It is, obviously, difficult to estimate what the shortage will be, but experts anticipate a reduction of from 15 to 25 per cent in the 1917-18 area under cultivation.

The sowing was done much later in 1917 than usual, both on account of the climatic conditions and the plague of mice which—over a vast tract of country—devastated farming areas in the states of Victoria and New South Wales. A great quantity of seed sown in the early districts was eaten by the mice in the fields, and large areas had to be resown when the plague disappeared.

Taking all these factors into consideration, importers of agricultural implements express the view that the trade in 1917-18 will be less than normal. The demand for replacements will likely be larger as farmers already show a disposition to renew the old rather than purchase new machines.

Australian Agricultural Implement Factories.

The manufacture of agricultural machinery is an important Australian industry. Factories, some of considerable magnitude, are established in the various states, but Melbourne is the centre of the industry and the more extensive plants are close to the city. In the country towns and districts, there has been a gradual increase of small factories. The high cost of the necessary materials from overseas has been against any material development in the industry. Excluding reapers and binders, mowers and rakes—all of which are imported—Australian factories produce imple-

ments similar to those imported from oversea. The local output chiefly consists of stripper harvesters, winnowers, grain and fertilizer drills, disc and tyne cultivators, and stump-jump ploughs.

The appended table gives particulars concerning Australian agricultural machinery factories for the years 1913 and 1914 (the latest available):—

	1913.	1914.	+Increase. —Decrease.
Number of factories.....	154	154	—
“ employees.....	4,444	3,865	— 579
Actual horse-power of engines employed..	2,698	2,665	— 33
Approximate value of land and buildings ..	£ 348,666	£ 360,916	+ £ 12,250
“ “ plant and machinery ..	309,015	324,292	+ 15,277
Total amount of wages paid during year..	502,244	466,686	— 35,558
Value of fuel used.....	30,408	29,892	— 516
“ raw material worked up.....	824,556	749,153	— 75,403
Total value of output.....	1,536,378	1,413,789	— 122,589
Value added in process of manufacture.....	711,822	664,636	— 47,186

Agricultural Implements Exported from Australia.

The values of Australian-made agricultural implements and machinery exported from the Commonwealth in 1914-15 and 1915-16 are tabulated thus:—

Australian (origin) exports—	1914-15.	1915-16.	Increase.
Cream separators.....	.....	£ 24	£ 24
Ploughs and harrows.....	£ 2,261	2,536	275
Reapers and binders.....	.....	9	9
Stripper harvesters.....	.....	75	75
Harvester parts.....	1,949	4,838	2,889
Implements (unspecified).....	9,193	13,484	4,291
Total.....	£13,403	£20,966	£7,563

In normal years, stripper harvesters and parts constitute the bulk of the exports of Australian agricultural machinery and the Argentine Republic took these lines to the extent of £175,000 in 1913. The absence of ocean freights (so many steamers now proceeding from Australasian ports via Panama) has, for the time being at least, stopped this trade. These adverse export conditions have been met to a great extent by the exceptionally strong domestic demand.

Minor shipments were made to South Africa, New Zealand and the islands of the South Pacific.

IMPORTS OF BICYCLES, VEHICLES AND PARTS, ETC.

The appended schedules give the values of the total imports—and the imports from Canada—of bicycles and parts, and vehicles and parts, for the years 1914-15 and 1915-16.

As compared with the previous year, Canada's increase was in the item of parts of vehicles and undergear by £11,746, although cycle parts also benefited to the extent of £4,823 over the previous period.

Bicycles are now rarely imported set up but their component parts are imported and the machines are constructed in local factories. The trade in bicycles has, however, been steadily declining in volume since the advent of motor-cycles.

It will be observed that the importations of motor-cycles increased by £43,445 which indicates the growth in the demand for this useful and expeditious means of transport. Up to this date Canadian motor-cycles have not been exploited on this market.

The extent of the trade is illustrated thus:—

Australian Imports.	1914-15.	1915-16.	+ Increase. —Decrease.	
Bicycles, tricycles, etc.	£ 6,306	£ 3,833	— £ 2,473	
Cycle tubing, etc.	2,750	2,959	+	209
“ parts, etc.	45,622	56,772	+	11,150
“ “ n.e.i.	106,661	160,512	+	53,851
Motor cycles, etc.	148,021	191,466.	+	43,445
Perambulators, etc.	27,792	31,194	+	3,402
Perambulator parts, n.e.i.	5,271	5,872	+	601
Children's tricycles.	6,097	2,666	—	3,431
Vehicles and parts, n.e.i.	40,239	11,428	—	28,811
Parts of vehicles, undergear, etc.	313,154	371,785	+	58,631
Total.	£701,913	£838,487	+	£136,574
Imports from Canada.				
Bicycles, tricycles, etc.	£ 40	.....	—	£ 40
Cycle tubing, etc. . . . .	.....	£ 31	+	31
“ parts, etc.	696	1,306	+	610
“ “ n.e.i.	3,462	8,285	+	4,823
Motor cycles. . . . .	.....	39	+	39
Vehicles and parts, n.e.i.	932	1,225	+	293
Parts of vehicles, undergear, etc.	16,506	28,252	+	11,746
Hubs of elm.	178	107	—	71
Total.	£21,814	£39,245	+	£17,431

IMPORTATION OF MOTOR CARS FROM CANADA, 1912 TO 1915-16.

Despite the war, and the difficulty of obtaining ocean transportation, the importation of motor bodies and chassis into Australia in 1914-15 showed great expansion in which the leading Canadian manufacturers participated.

Taking motor car bodies and chassis conjointly, the imports from Canada are for comparative purposes, shown thus:—

	1912.	1913.	1914-15.	1915-16.
Canadian motor cars.	£162,935	£196,189	£198,808	£372,435

The demand is now most active, but importers are faced with both stringent shipping disabilities and higher freight rates. Moderately priced cars of utility are in chief demand. The success achieved by Canadian manufacturers is attributable to the cars being of good value; to direct representation and to the excellent selling organization. It is improbable that the figures for 1916-17 will be of such magnitude, owing to large surplus stocks being carried over to this trading period.

Motor Car Importations from All Countries.

The following comparative schedules, showing the total Australian importations of motor car bodies and chassis, from each country of origin in 1913, 1914-15 and 1915-16, are submitted for the information of Canadian manufacturers.

Imports of bodies for motor cars, lorries, wagons and parts, n.e.i.:—

Country of Origin.	1913.	1914-15.	1915-16.
Australia.	£ 185	.....	£ 143
United Kingdom.	69,952	£ 53,471	14,501
Canada.	37,690	35,053	63,256
New Zealand.	55	92	28
India. . . . .	.....	88	—
Other British. . . . .	.....	66	—
Belgium.	1,122	397	—
France.	7,735	2,320	2,465
Germany.	4,291	1,319	205
Italy.	847	2,436	3,678
Norway.	1,359	.....	—
United States.	93,012	90,557	223,383
Other foreign.	133	.....	90
Total.	£216,381	£185,799	£307,749

Imports of chassis for motor cars, lorries and wagons and parts, n.e.i.:—

Country of Origin.	1913.	1914-15	1915-16.
United Kingdom.. . . .	£ 486,443	£292,731	£ 117,308
Canada.. . . .	158,499	163,755	309,179
India.. . . .	.....	823	—
New Zealand.. . . .	.....	335	807
Austria-Hungary.. . . .	1,826	598	—
Belgium.. . . .	41,356	17,567	812
France.. . . .	151,495	66,817	40,436
Germany.. . . .	68,984	23,666	2,731
Italy.. . . .	75,115	45,162	92,152
Switzerland.. . . .	11,650	732	5,740
Netherlands.. . . .	440	.....	—
Sweden.. . . .	709	.....	—
United States.. . . .	337,214	354,065	762,638
Other foreign.. . . .	.....	.....	139
Total.. . . .	£1,333,731	£966,251	£1,331,942

NOTE.—Part III of this report will be published in the next issue of the *Weekly Bulletin*.

SOUTH AFRICA.

REPORT OF TRADE COMMISSIONER.

(*Mr. W. J. Egan.*)

CAPE TOWN, S.A., June 7, 1917.

CANADA'S FOODSTUFF EXPORT TO SOUTH AFRICA.

While there is no doubt that for many years South Africa will continue to import large quantities of foodstuffs, the fact remains that a great development has taken place during the war in South Africa's agricultural industry. The war has done more to prove South Africa's possibilities in the production of foodstuffs than the splendid efforts of the Union Government, with its educational work and immigration development schemes.

South Africa's progress in this respect, under Government direction, has been reviewed in the past reports. This report will confine itself to a review of Canadian exports in foodstuffs to South Africa, as compared with the total imports and imports from the United States and other countries.

As owing to drought the year 1913 was abnormal in its imports of foodstuffs to South Africa, the specially compiled tables include a review for five years from 1912 to 1916. This gives Canadian exporters a better idea of the average imports.

Flour—Imports.

Year	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	India.
1912	\$2,465,000	\$1,085,000	\$ 65,600	\$8,500	\$1,280,000	—
1913	3,675,000	1,350,000	102,500	1,600	1,170,000	—
1914	3,005,000	1,135,000	72,000	2,200	1,765,000	\$ 2,200
1915	2,164,000	1,631,000	399,000	2,400	44,400	87,500
1916	2,508,000	885,000	41,000	1,000	1,571,400	9,600

In many parts of South Africa the local milling industry controls the bread and baking trade, with the result that many of the big users of flour are accustomed to a prepared blend, which is to the advantage of the South African miller, who uses both

flour and wheat from Canada to blend with his Australian purchases or South African wheat. There are, of course, many bakers independent of milling control and with this trade Canada's flour is used extensively for the results it gives. Import flour for up-country is also handicapped by a higher railway freight as local production is guaranteed a lower rate.

Data of every kind have been supplied to Canadian mills with the result that several mills have organized for sale and others are perfecting arrangements which will help to hold and build up Canadian flour export under anything like normal shipping conditions. The great difference in Australian shipments during 1915 was due to restricted conditions on the Australian market during that year. The Australian 1915 shipments were only 1,633,865 pounds, and during 1916 her exports to this market were 55,291,735 pounds.

A better idea of the reduced imports in flour is shown in the returns giving quantity; the total imports in 1914 were 134,189,649 pounds, which was reduced to 84,816,185 pounds in 1916. A glance at value of imports in each year will bring home the great difference in cost.

Wheat—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	India.
1912	\$1,960,000	\$128,500	\$ 18,500	\$125	\$1,575,000	—
1913	5,250,000	427,000	56,000	300	1,455,000	—
1914	3,775,000	319,000	85,400	60	3,365,000	\$ 190
1915	4,700,000	515,000	2,578,000	240	143,200	171,000
1916	4,923,400	99,100	337,100	.....	3,610,700	140,600

The total quantity of wheat imported in 1914 was 226,917,289 pounds, and in the year 1916 only 596,286 pounds less. Canada's wheat is in demand as a blender under normal conditions of supply from Australia, as the Australian wheat is cheaper than Canadian and freight charges less, owing to the free use of sailing ships.

Force and Cream of Wheat—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.
1912	\$7,800	\$ 5	\$7,600	\$150
1913	5,900	.....	5,800	50
1914	5,800	5	5,700	60
1915	6,000	20	5,980	—
1916	4,974	5	4,900	10

Oatmeal—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.
1912	\$280,000	\$102,000	\$3,100	\$172,000
1913	256,000	76,000	1,500	177,000
1914	276,000	99,000	2,100	167,000
1915	306,000	96,500	2,500	206,000
1916	229,200	62,700	2,700	173,500

Cereals—Imports (Other than Oatmeal, Force, or Cream of Wheat).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Switzer- land.
1912	\$100,000	\$ 65	\$12,500	\$ 83,500	\$5,000
1913	111,000	125	14,200	91,000	4,500
1914	111,000	125	20,400	87,000	2,500
1915	135,000	60	23,200	108,500	3,100
1916	126,200	.....	18,000	105,000	1,400

There are two lines of oat breakfast foods manufactured in South Africa from the South African grain. One peculiar feature of these local brands is that no matter how low or high the price of the imported standard lines may be; the local article is

always just a shade lower in price. Canadian oatmeal is very scarce on the market now and many inquiries are made as to when shipments will be resumed.

The South African market is a good one for breakfast foods, but the only way any good brand can secure and hold a trade is by representation and a good advertising campaign for a starter. The imports of all lines of cereal foods will average annually about \$450,000 and of these the average in imports of oatfoods is about \$250,000.

Ocean freight charges have restricted imports of these foods, owing to the bulky nature of the parcels. In oatmeal imports the total quantity imported in 1914 was 6,404,377 pounds, and in 1916 a little more than half. The imports for 1916 were 3,735,583 pounds.

Vermicelli and Macaroni—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Italy.
1914	\$26,000	....	\$420	\$ 25	\$10,000	\$ 9,500
1915	24,400	\$440	4,000	775	7,700	10,900
1916	13,900	829	2,500	181	5,200	3,600

Macaroni imports in 1913 totalled 765,518 pounds, with a drop to 164,759 in 1916. Small shipments of Canadian manufacture have been coming forward in the past two years. There is a considerable manufacture of this article in South Africa at both Cape Town and Johannesburg.

Baking Powder—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.
1912.. .. .	\$239,000	\$225	\$216,000	\$10,500
1913.. .. .	224,000	225	207,000	9,500
1914.. .. .	229,000	30	207,000	14,500
1915.. .. .	310,500	20	233,500	29,300
1916.. .. .	243,600	64	201,600	31,900

This is a line which the United States manufacturers control through representation and regular advertising. One Canadian brand has been in the hands of agents who have made a thorough canvass of the trade with good results, as many nice orders have been forwarded this year. The average annual imports in quantity for the past four years is about 785,000 pounds.

Milk, Condensed—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland.	Switzer- land.	Austra- lia.
1912.. .. .	\$2,020,000	\$15,500	\$45,000	\$1,425,000	\$242,000	\$ 7,200	\$ 28,000
1913.. .. .	2,220,000	2,000	43,000	1,696,000	208,000	10,100	16,000
1914.. .. .	2,050,000	.....	42,400	1,362,000	178,000	81,000	175,500
1915.. .. .	2,000,000	11,200	88,000	1,097,000	503,000	122,500	58,000
1916.. .. .	1,652,600	25,200	212,100	1,036,400	245,100	70,300	39,200

The dairy industry of South Africa is making such good progress that of necessity there will be in time a smaller demand for condensed milk than in the past. A big market will, however, be in evidence for many years.

The condensed milk situation is a hard one for intending exporters unless prepared to meet the milk combine methods, who distribute from stock in the principal centres to a selected few in each centre, and in addition rebate at stated times according to amount of purchases. The selected few are usually the largest distributors, and as the milk combine dictate the wholesale price, it makes for easy finance and the system is satisfactory to the selected firms who do not have to stock up ahead or pay duty on same.

For some time back, owing to war conditions, there has been no rebating, but all other conditions of control remain.

Before the war and now, any number of the smaller and non-selected dealers have expressed a wish for the Canadian article, and some headway has been made during the past two years which would have been much larger if all orders had been accepted.

The situation in reference to combines controlling the trade is receiving the attention of the Union Government who have appointed a commission to investigate this and other methods which are considered a restraint on trade.

Unless the milk combine's methods are countered by some new law on the subject it will mean that under normal trading conditions for a real big share of the trade, it will be necessary to meet the combine's methods by stocking at this end, giving a guarantee of quality and regular deliveries. It would not be a difficult proposition to find representatives at this end with enough capital to finance the proposition. The advertising campaign would, of course, have to be at the manufacturer's expense.

For a further comparison of values and quantity, the following figures will be of interest. Quantity imported in 1914, 1915 and 1916 are respectively 20,954,936 pounds, 19,262,667 pounds, and 13,710,791 pounds.

Cheese—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland.	New Zealand.	Italy.
1912.. . . .	\$753,000	\$ 63,900	\$ 125	\$20,100	\$593,000	\$43,600	\$19,700
1913.. . . .	795,000	64,200	50	16,000	637,000	33,800	23,100
1914.. . . .	745,000	87,500	125	17,600	596,000	12,700	16,600
1915.. . . .	736,000	127,000	335	12,700	163,000	14,100	20,900
1916.. . . .	468,800	211,600	3,400	14,100	186,300	26,800	20,200

Canadian cheese is being appreciated more and more each year. Four years ago one would seldom hear Canadian cheese being asked for over the retail counter and now it is a common experience. It is also featured on display cards and in advertisements for quality as well as value.

The total value shipped in 1913 was 444,722 pounds, which increased to 1,052,944 pounds in 1916. Another pleasant feature in connection with this Canadian export is that so much more of it is being shipped in cold storage direct from Canada rather than via England, as it was previous to 1913.

The South African cheese industry has made big advances during the past three years, the local output supplementing much of the import, and as a matter of fact the South African article is now exported.

The total quantity imported in 1913 was 5,586,244 pounds, which has decreased to 2,028,508 pounds for 1916.

Switzerland and France are also shippers of special cheese.

Butter—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	New Zealand.	France.
1912.. . . .	\$1,070,000	\$ 1,000	\$ 75	\$33,800	\$603,000	\$386,000	\$165,500
1913.. . . .	910,000	5	7,000	10,700	489,000	252,000	95,500
1914.. . . .	940,000	5	9,000	23,400	548,000	262,000	67,000
1915.. . . .	580,000	105,500	30,000	24,000	242,000	27,800	50,800
1916.. . . .	90,200	13,500	.....	9,800	18,400	19,300	5,500

The drop in quantity of import together with the advance made in export of butter indicates clearly the headway made by the Union in the dairy industry. The exports of butter in 1912 were 43,443 pounds, with a gradual rise to 1915 of 96,000 pounds and in 1916, owing to a special United Kingdom demand the export figures are up to 1,558,075 pounds, valued at \$537,000.

Eggs—Imports.

The average annual imports of fresh eggs for 1910 to 1914 inclusive, was to a value of \$319,000. This dropped in 1915 to \$91,500 and last year to \$62,900. The

countries shipping in the past were: United Kingdom, Italy, Russia, Denmark and Holland. This is another article indicating pastoral progress in South Africa. In 1912 the exports of eggs were 105,000 dozen, with a gradual increase to 600,000 dozen in 1916.

Fruits Bottled and Tinned—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	France.	Spain.
1912..	\$72,000	\$200	\$17,000	\$32,000	\$10,500	\$3,200	\$2,300
1913..	96,000	60	28,000	32,500	22,700	4,500	3,200
1914..	56,500	240	10,500	24,200	8,400	2,400	2,100
1915..	38,800	175	9,800	19,600	2,000	2,000	2,000
1916..	36,500	122	8,700	18,300	2,600	1,000	1,800

Arrangements were completed last year for the representation of Canadian fruit packers and some good orders were placed in apples, raspberries, and other fruits, but unfortunately, owing to other more important demands it was impossible to fill all orders for South Africa.

This trade will be limited to special lines, as the fruit-packing trade in South Africa is growing very big. They are now filling big war contracts.

Fruit, Dried—Imports (other than Almonds, Dates, Raisins, Figs, Prunes).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	Greece.	Spain.
1912..	\$47,500	\$ 160	\$17,500	\$9,000	\$3,300	\$3,600	\$3,400
1913..	81,000	4,400	47,500	7,100	4,000	2,500	3,600
1914..	36,500	800	16,500	5,200	4,300	1,700	2,700
1915..	31,500	150	17,900	5,700	750	1,250	900
1916..	26,000	127	12,200	5,100	1,500	1,100	2,100

As with the preserved fruit, many good orders were placed in 1916 for evaporated apples, which unfortunately were not filled.

The other countries shipping under this heading are France, Ceylon and India, and before the war, Turkey.

Fruits, Fresh—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	Spain.	Italy.
1912..	\$109,000	\$45,500	\$ 6,000	\$ 4,800	\$11,000	\$16,000	\$ 8,700
1913..	135,000	42,500	15,000	3,200	40,000	20,000	10,000
1914..	78,000	19,500	16,000	350	25,200	9,700	4,300
1915..	37,700	12,300	1,500	10,800	315	9,500	800
1916..	48,000	30,800	5,000	766	3,000	4,900	3,300

The decline in Canada's export under this head is entirely due to restricted shipping conditions at the proper season. The bulk of last year's shipments were received too late for good results. Shipments of apples should arrive here from early October to first week of December at latest, as after that the local fruits come on the market.

With present arrangements made by the shipping company to carry all Canadian fruit offering in preference to other fruit, the exports in normal times should easily work up to a value of \$60,000.

Vegetables, Tinned—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Belgium.	France.	Italy.
1912..	\$208,000	\$1,500	\$23,000	\$10,800	\$51,700	\$36,200	\$40,400
1913..	223,000	1,500	27,000	9,400	73,500	37,200	32,000
1914..	110,500	3,300	20,000	9,300	41,500	16,000	10,000
1915..	146,000	4,000	25,600	15,400	1,450	18,500	57,800
1916..	147,100	5,300	41,700	22,700	.....	20,600	31,300

Canada's improvement in this line is due to representation. A very big business was placed with Canada which it was found impossible to execute. There is a good trade to be done in peas, beans, tomatoes and other special lines.

Fish and Products—Fish, Fresh and Frozen—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Portuguese East Africa.
1912..	\$1,300	\$500	\$110	\$600	\$110
1913..	1,200	40	.....	800	15
1914..	1,100	25	.....	850	100
1915..	650	50	.....	595	15
1916..	517	415	.....	83	—

Fish Oil—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Norway.	British South Africa.
1912..	\$ 3,100	\$ 80	\$ 20	\$2,000	\$ 900	—
1913..	35,000	325	360	1,550	200	\$31,600
1914..	1,850	100	400	600	700	—
1915..	4,700	650	515	1,950	1,350	—
1916..	9,100	269	1,300	4,000	707	—

Fish, Dried or Cured—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland	India.	China.
1912..	\$250,000	\$1,900	\$325	\$203,000	\$36,000	\$ 7,200	—
1913..	270,000	200	.....	221,000	32,500	12,200	—
1914..	229,000	250	325	190,000	27,500	7,300	—
1915..	246,000	3,000	80	176,000	54,000	7,500	\$1,000
1916..	196,900	5	88	141,100	42,200	11,000	1,550

Fish, Preserved—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Norway.	Portugal.	France.
1912..	\$1,080,000	\$228,000	\$120,000	\$238,000	\$261,000	\$101,000	\$42,500
1913..	1,110,000	184,000	130,000	232,000	332,000	122,000	35,000
1914..	830,000	184,000	97,000	167,000	209,000	79,500	45,000
1915..	1,014,500	195,300	126,000	155,000	338,000	155,000	28,000
1916..	850,500	158,600	126,700	162,600	193,400	132,200	32,400

Canada supplies salmon under this heading, and with anything like as favourable a quotation for salmon from Canada as from the United States or England, a much bigger trade, if wanted, may be secured. Direct shipments will also be a factor in securing a better share of this trade.

Under this heading the other countries shipping are Belgium, Spain, Russia and Germany. The quantity of preserved fish imported in 1913 was 8,094,236 pounds, and of this Canada shipped 903,482 pounds and the United States 1,237,478 pounds. The total receipt in 1916 was 4,442,604 pounds, of which Canada's share was 651,690 pounds, and the United States 1,093,917 pounds.

*Meats and Products—Imports.**Bacon.*

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Denmark.	Holland.	Russia.
1913..	\$928,000	\$74,800	\$47,000	\$323,000	\$433,000	\$ 9,700	\$10,900
1914..	840,000	57,400	71,700	262,000	438,500	10,100	3,500
1915..	785,000	80,600	85,000	232,000	273,000	1,300	—
1916..	569,700	70,000	125,500	141,700	230,400	1,000	361

Ham.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Denmark.	Russia.	Holland.
1913..	\$327,000	\$4,000	\$67,000	\$193,000	\$46,700	\$7,600	\$2,500
1914..	251,000	2,500	86,300	124,000	32,400	1,000	2,400
1915..	229,000	3,100	93,000	114,000	18,300	.....	25
1916..	255,800	405	131,900	112,500	9,600	.....	200

Meats, Tinned or Preserved.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	Uruguay.	Argentina.
1912..	\$588,000	\$ 40	\$165,000	\$80,800	\$212,000	\$63,500	\$ 30,000
1913..	679,000	80	180,000	80,500	285,000	50,000	42,000
1914..	555,000	5	148,000	75,000	235,000	36,700	40,000
1915..	640,000	65	210,000	94,000	170,500	3,600	112,700
1916..	282,300	624	132,700	63,500	38,400	20,600	16,600

Meats, Salted and Cured.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Norway.
1914..	\$10,000	.....	\$ 8,800	\$446	\$300
1915..	13,000	\$580	11,700	165	440
1916..	9,200	.....	8,800	59	—

Sausage Casings.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	Holland.
1912	\$62,800	\$3,000	\$56,000	\$2,500	\$100	\$ 40
1913	65,000	5,700	47,500	3,100	175	7,200
1914	47,000	5,700	32,300	1,600	225	5,800
1915	57,600	5,500	50,600	680	.....	—
1916	56,300	7,500	45,700	2,400	.....	425

Lard.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.
1912..	\$173,000	.....	\$150,000	\$22,500
1913..	229,000	.....	196,500	32,500
1914..	158,000	.....	135,000	20,400
1915..	236,500	.....	202,500	29,000
1916..	234,800	.....	207,000	26,500

There are two other lines of import under this classification, dripping, and fats and lard substitutes, but as neither the United States nor Canada have been shipping to South Africa, they are not shown.

The only direct trade from Canada under these headings is the sausage casing.

Bacon and hams are all shipped in the finished article from England.

Owing to war conditions there has been a big advance in the bacon and ham-curing industry in South Africa, and like so many other lines the price of the local article is always just a little lower than the price for the imported article. Meat production in South Africa has made big strides, with every promise of further developments.

Confectionery—Imports (such lines as Sweets and Chocolates).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland.	Switzer- land.	France.
1912..	\$1,020,000	\$ 95	\$22,000	\$ 817,000	\$28,000	\$ 67,900	\$21,900
1913..	1,370,000	70	19,800	960,000	26,300	78,000	27,600
1915..	1,330,000	190	31,000	1,126,000	7,700	128,000	26,900
1916..	1,238,300	895	17,300	1,189,900	4,200	85,800	25,000

Confectioners' Requisites—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Ceylon.	Belgium.	Holland.
1914..	\$50,500	.....	\$2,000	\$ 7,700	\$21,500	\$6,900	\$ 5,850
1915..	99,200	\$3,000	7,200	27,800	25,300	3,200	10,300
1916..	99,000	1,200	9,800	24,200	25,100	.....	14,300

In chocolates and sweets export a number of Canadian firms have been making inquiries and some headway was made with one line. War conditions have prevented further effort.

Pre-war, Germany's average annual shipments were to a value of \$53,000.

The United States manufacturers have made a special effort by representation and advertising which promises good results.

Glucose—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.
1912..	\$67,000	\$2,350	\$58,500	\$6,800
1913..	61,000	.....	58,500	2,250
1914..	57,000	800	53,500	3,300
1915..	80,500	.....	79,295	1,200
1916..	69,100	.....	67,900	1,200

There are many inquiries for supply of glucose from Canada. Canadian manufacturers will perhaps have a better idea of the value of the trade from quantity imported. The 1913 importation was 2,873,259 pounds, and the 1916 imports were 2,690,370 pounds.

Syrup, Golden—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.
1912..	\$652,000	\$ 15	\$400	\$651,400
1913..	643,000	50	55	642,500
1914..	305,000	15	90	304,700
1915..	235,000	75	300	234,620
1916..	107,600	122	166	107,100

Although there is a big production of syrup called "Golden" from the sugar cane in South Africa, there is a continued demand for the imported article.

One Canadian firm made quotations within the past four months and some very good business resulted.

Biscuits—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland.	Germany.
1912	\$295,000	.....	\$ 6,000	\$275,000	\$9,000	\$3,100
1913	290,000	\$20	6,800	270,000	4,400	3,600
1914	270,000	.....	9,000	255,000	2,500	2,100
1915	252,500	5	6,400	246,000	580	55
1916	167,400	64	12,100	153,100	434	—

War conditions have prevented a further effort by the representatives of our Canadian manufacturers in South Africa.

Biscuit manufacturing is one of South Africa's big industries but they do not turn out the quality in medium and better grade goods. Most of the imports are from a few leading United Kingdom manufacturers.

Total Articles of Food—Imports.

The review of this trade has been in lines on which Canada does or may be able to export. There are many other lines which are beyond Canada's possibilities, so they have not been included.

So that some idea may be formed of the total value of this trade, the following table is submitted:—

Total Articles of Food.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	British Empire.	Foreign Countries.
1912	\$31,750,000	\$1,825,000	\$1,230,000	\$9,150,000	\$20,025,000	\$11,640,000
1913	37,700,000	2,300,000	1,870,000	9,300,000	25,100,000	11,700,000
1914	29,055,000	1,950,000	1,555,000	7,600,000	19,592,000	9,418,000
1916	28,319,200	1,572,000	2,260,100	7,587,800	18,342,200	9,977,000

The other principal countries shipping in any one year more than \$200,000 in value under this heading are, Australia, India, Holland, Ceylon, Portuguese East Africa, France, Mauritius and Denmark.

Future Imports of Foodstuffs.

While, as pointed out in past reports and shown under the different headings in this report, that South Africa is making rapid strides in foodstuff production of many kinds, there will always be a big market for Canada in such lines as:—

Wheat and flour, owing to high value in certain properties, which make them a necessity at reasonable prices.

Cheese and condensed milk, the cheese because it has proved its quality and value, the milk owing to a demand for the Canadian article if it is made to meet climatic conditions in transit and in stock here.

Bacon and hams, owing to reputation of quality for meat and perfection in curing for this market by the United Kingdom curers.

Fruits, fresh (apples), as they are considered an annual treat by thousands of South Africans, and due to the fact that they may be landed here when the local market is bare of other fresh fruit.

Fruits, dried and preserved, of certain lines as they are not produced here in sufficient quantity nor packed as well as the Canadian article.

Salmon from Canada is in constant demand, that is, for direct quotations from Canada.

Confectionery, that is, chocolates and creams, as those put on the market were well liked and I am told that there are many demands for the Canadian brand.

The tables of import show the value of the trade; it is here, it is only a matter of coming after it and if the Canadian manufacturer or a combination of same do not see their way clear to send their own representatives over, a reference to Trade Inquiries, or an application to this office with full particulars of the line, sale basis, samples when possible, or at least labels of the various lines if proprietary or canned goods, will be submitted to the best medium available so that immediate results may follow.

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. Harrison Watson.*)

LONDON, Eng., 10th August, 1917.

THE CONDITION OF BRITISH CROPS ON THE 1ST AUGUST.

According to the Special Crop Report of the London Times, which is published to-day, there has been a marked improvement in the condition of the principal crops since the 1st July, in spite of the unsettled and broken weather and great changes in temperature which have been experienced.

While the position varies very greatly in different parts of the country the net result is a much better prospect of a good harvest, although it is to be feared that

the heavy rains which have fallen during the past fortnight, coming at a critical time, must have laid wheat and other crops in many places, thereby causing damage.

A table compiled from the reports of the Times correspondents in all parts of Great Britain gives the condition of the leading crops on the first of August in comparison with the first of July, as follows:—

	August 1.	July 1.
Wheat...	88.6	85.8
Barley...	92.3	86.8
Oats...	85.6	82.8
Beans...	79.9	68.5
Potatoes...	97.6	96.2
Roots (except mangolds)...	87.7	85.5
Mangolds...	95.27	87.0
Hops...	93.1	91.9

Possibly the outstanding feature is the general excellence of the potato crop, and the prospect of a very large yield unless disease intervenes.

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(Mr. J. E. Ray.)

BIRMINGHAM, 11th July, 1917.

BRITISH WAR OFFICE CONTRACTS.

A Memorandum on War Contracts has just been issued by the British Government, extracts from which will be of interest to Canadian exporters of leather and food-stuffs particularly.

Methods of Purchase.

This time last year a memorandum was presented to the Public Accounts Committee describing the methods by which the War Office Contracts Department purchased the goods which it was its duty to provide for the army. At that time some of these methods were in a more or less experimental stage, and I foreshadowed a considerable extension of them. That extension has now taken place and in the description of the work of the department which is here given it is hoped that a clear indication of it will be made.

Perhaps it would be convenient if the various methods of purchase are here briefly stated.

Competitive tendering.—The normal and established method of Government purchase is by public competitive tendering. Where the requirements of the army form a relatively small part of the available production of the country, and where in consequence there is effective competition, this method is the one best calculated to secure adequate supplies at reasonable prices and in a manner to inspire public confidence.

In the case of many of the supplies, however, these conditions have not obtained during the war, the demands in many directions having been so vast as to tax heavily the resources of the particular trade concerned. In such cases the department has had to take special steps to avoid the payment of excessive prices.

Examination of Costs.—As early as June, 1915, when with the expansion of the army, the industries of the country were beginning to feel the strain involved in the unprecedented production required by the war, the system was initiated of requiring contractors to justify their quotations by the submission of costs. The effect of this

system has been to secure that profits were limited to a reasonable figure and to eliminate the effect of the artificial market conditions created by the abnormal military demands.

Requisition of output.—This procedure at first rested on no statutory authority, but was put into force by means of negotiation with individual contractors or with trade associations. Later on, however, with the growth of the army and the increasing difficulties of supply, these voluntary methods were found to be insufficiently effective, and, at the suggestion of the department, powers were obtained by regulation under the Defence of the Realm Acts, by which a firm's output could be requisitioned and the price fixed on the basis of cost of production plus a reasonable profit on a pre-war standard. Those powers have been widely used both by the War Office and by Ministry of Munitions and Admiralty, and their mere existence, quite apart from their actual use, is a safeguard to the public purse.

Control of Raw Material.—In some trades, on which the demands of the department are unusually heavy, it is necessary to go still further and to regulate production in all stages of manufacture down to the raw material. The latter is either purchased by the department or dealings in it are controlled under the Defence of the Realm Regulations, and its conversion into the finished article is arranged on the basis of fixed prices for each process of manufacture. The chief raw materials controlled in this way are wool and jute, and a similar kind of control is applied to leather, flax and hemp. A description of the methods adopted in each case follows.

Huge Purchases.

The value of purchases during the war has been over £700,000,000, a figure which includes £200,000,000 on behalf of the Allies. The present annual value of purchases is about £350,000,000, including about £100,000,000 for the Allies. Among the purchases during the war are included:—

Cloth..	105 million yards.
Flannel..	115 "
Knives, forks and spoons..	35 millions.
Bacon..	400 million pounds.
Cheese..	167 "
Jam..	260 million tins.
Preserved meat..	500 " rations.
Boots..	35 " pairs.
Smoke helmets..	25 millions.
Horseshoes..	40 "

LEATHER.

Problem created by War Demands.—Prior to the war the demands of the Department for leather and leather goods were comparatively small. The manufacture of army boots was confined to a few factories and the leather needed was easily obtained from a small number of tanners who specialized in the particular class of leather required. Competitive tendering secured the department against paying too high prices, and the requirements of saddlery and accoutrements as well as the orders for boots were easily met by the firms which specialized in Government work.

The outbreak of war changed the position, and the increasing demands for the equipment of the Allied armies have made it necessary to secure that the available resources of the Empire are directed to the channels in which they produce the war material required. The magnitude of the reorganization of the industry necessitated can be seen from the fact that the military demands on this industry, which before the war were £350,000 per annum (about 1 per cent of the total output of the leather industry in Great Britain), amounted for the nine months ending April, 1915, to about \$15,000,000 for the British army alone, without taking into account the enormous orders placed by the department for Allied Governments.

The department was faced at the outset with the problem of increasing the supply of leather at a speed sufficient to meet the urgent demands for raw material on the part of manufacturers of equipment and boots. It was necessary to import large quantities from Canada and the United States during the period before the tanning industry in the country had adapted itself to the new conditions and was able to produce the particular classes of leather needed for military equipment. Military leather may be grouped under three headings, which of course differ in many respects from leather produced for ordinary civil purposes.

- (a) Leather for harness, saddlery and equipment (accoutrement leather).
- (b) Sole leather for boots.
- (c) Upper leather for boots.

Sole leather.—It became apparent that, unless drastic measures were adopted, the supplies required would not be forthcoming; leather prices might rise almost without limit. Sole leather was first taken under closer control. The existing arrangements with the tanners only governed the heavier classes of leather used for the soles of the army boots, the lighter weights still being sold to the civilian trade. The increased military demands made it necessary to use a wider range of weights of leather, and an order was accordingly made under the Defence of the Realm Regulations, enabling the department to take possession of all leathers of weights suitable for army boots for the British or Allied armies.

The opportunity was taken for putting the whole matter of prices paid for sole leather on a sound basis. The value of the leather varies from tannage to tannage, and it was necessary to fix the prices of some thousands of different descriptions of leather. The aim of the department was to secure to each tanner a rate of profit in the tanning trade. It was necessary first to fix the relative value of the various tannages, and for this purpose a representative committee, composed of three tanners, a leather merchant and two boot manufacturers, was appointed to assess the comparative value of each tannage on the basis of prices generally prevailing at the beginning of the period of contract. At the same time exhaustive investigations into the cost of production of sole leather and into the relation between tanners, pre-war profits and war profits at prices then prevailing, were carried out in respect of seven representative tanners by the chartered accountants attached to the department. This enabled prices to be fixed for leather which, whilst equitable to the tanner, did not enable him to obtain undue benefit from the country's need of his produce. It was found possible to reduce prices by an average of about 4d. per pound on a quantity of 15,000 tons of leather, for which provisional prices equivalent to current prices had been allowed at the beginning of the period of control. This figure, however, does not by any means fully represent the saving actually effected, since it takes no account of the increased prices which continued competition for this leather by the civilian trade under ordinary market conditions would have caused. When, at a later period, leather of certain weights was released, the price at which it was sold in many cases rose as much as a shilling per pound over the provisional prices. Allowing, therefore, for a general rise of 6d. per pound, which represents on the quantity of leather already stated another £750,000, the measures taken were accountable for a saving of £1,250,000. The result of the investigations had reduced the tanners' profits to a reasonable percentage slightly above the pre-war standard, but considerably below what they had been earning during the war period. Adjustments have been made at quarterly intervals to meet the variations in the price of raw material without affecting the profit earned.

Import of Hides.

The requisitioning of output and the limitation of price naturally involved closer organization of the leather industry for producing the class of leather required. It was obviously necessary that the removal of the stimulus of extravagant profits should not reduce production nor divert it to purposes not essential for the war or not under control.

By means of periodical statistical inquiries the department gained an accurate estimate of the productive capacity of every tanner in this country, and through the United Tanners' Federation of Great Britain and Ireland and through pressure on individual tanners, steps were taken to secure that this capacity was used to the utmost to meet the demands for military leather. The tanning trade is one which, from the nature of its work, involves the locking up of considerable capital over a comparatively long period, and the high prices for hides proved a serious obstacle to development of the output. It became necessary to arrange that hides in sufficient number should be placed at the disposal of the trade. Moreover, the department, having settled the price at which it was prepared to pay for the leather, produced on a basis which had direct relation to the cost of the raw material, became directly interested in this cost.

To meet the demand for hides, the department arranged to import from France and Italy all the heavy hides suitable for making sole leather these countries could spare.

There was a considerable difference between the prices paid for these hides in the Allied countries and the prices which tanners had to pay for the competing hides of other origin in this country. In the ordinary way, the importer would have secured this middleman's profit to the extent of over £50,000, which was secured to the department and used for reducing the cost of army boots. Further, the United Tanners' Federation was assisted in negotiations with the British meat companies in the Argentine which were supplying meat to the Government.

High prices naturally created a speculative market and hides which in the natural interest ought to have passed quickly from the importer to the tanner were being held in this country for high prices. An order was therefore made whereby the price of imported hides, suitable for making military leather, was not permitted to increase by more than 1 per cent in passing from the importer to the tanner. Further, persons dealing in such hides were obliged to secure from the tanner who bought them a guarantee that he would use them for production of the maximum possible quantity of military leather. These expedited production and completely prevented speculative profits, at any rate within the realm.

Upper Leather.

The upper leather problem, as has been indicated, was serious when only the demands of the British Army were concerned, but with the imposition of Allied demands it became acute. Since the introduction of leather from East Indian kips into the boot specification, the prices of this leather has been steadily rising. It afforded a clear field for speculation, and the extent of the new demands made it possible that supplies would not be forthcoming in sufficient quantities. Moreover, it was certain that speculative buying would increase.

It was therefore found necessary, in order to ensure supplies, to make direct purchases of East Indian tanned kips in India with the assistance of the Government of India. The advantages of such direct purchase are that it becomes possible to eliminate speculative purchases, to control prices of hides, shipment and freight charges, the cost of dressing the hides, to determine the uses to which hides shall be put, and the distribution of the resultant leather.

The scheme adopted is as follows:—

1. The Indian Government purchases all East Indian tanned kips suitable for the production of military leather which can be obtained from the Indian industry. In order to assist the Indian Government in arriving at a satisfactory definition of suitability for military requirements, the department sent out special experts to assist the Indian Government officials.

2. The responsibility for the actual collection of the hides rests upon selected shippers, who purchase at fixed prices which enable them to sell to the Indian Government at the standard rates, which are varied from time to time.

3. Requisitioned freight for all kips purchased is provided by the Admiralty.

4. Kips on arrival in this country are handled by importing houses interested in this branch of Indian trade. For their services these firms are paid at the rate of one-half per cent on the cost of the kips handled by them.

5. Inspectors of the department examine rail consignment and select the bales for forwarding direct to each currier to be manufactured into leather in accordance with directions laid down by the department. Practically all the suitable carriers in Great Britain are employed and paid at commission rates, which depend partly upon the quality of leather produced.

6. The currier is instructed that, after selection, the leather is to be delivered by him only to contractors engaged on War Office contracts, and he notifies to the department all quantities of leather supplied by him to manufacturers. The manufacturer on receiving the leather is debited with its value, and the department is finally reimbursed by the deduction of the value of the leather from sums due to the contractor for boots.

The initial difficulties in connection with the scheme arose on account of the interference with the private trade in tanned kips. The class of hides required by the department were East Indian tanned kips from 6 pounds and upwards, and Bangalore tanned kips of 7 pounds and upwards. All kips not actually in process at the date of the initiation of the scheme were taken over, payment being made to all holders at the price based on the market prices ruling between the 6th and 11th of May, 1916. The only tanned kips now coming into the country are brought in on Government account and are dealt with under the scheme.

The heavy demand for leather caused such an appreciation in the value of hides generally that unsuitable kips rapidly attained a commercial value higher than the prices laid down by the department for hides of superior grades. The tendency on the part of the tanners in India to deal with inferior grades of hides and to attain the higher prices was soon evident. Consequently, to check this temptation to tanners to produce "reject" leather, raw kips unsuitable for military purposes were purchased in India as well as those that were suitable. Hence some proportion of the leather produced from East Indian tanned kips is unsuitable for military purposes. Unsuitable raw hides are sold to tanners for the civilian trade, and the difference between the price realized and that at which they are bought is credited to army funds. The proportion of leather unsuitable for army purposes which is inevitably produced under the scheme is sold in the same way, but various schemes have been put into operation for making use of the largest possible proportion of the leather produced from the tanned kips.

The number of kips coming forward on Government account is about 200,000 per month. The cost of these hides is about £300,000 per month. About 200 firms of carriers are employed.

Whilst the price at which rejected or inferior kips, released for civilian use and sold at public auctions, may not give an accurate estimate of the difference between the amount saved by this scheme of direct purchase, nevertheless some indication of the rise that has taken place in the market is given by the fact that such inferior kips now sell at 32d. per pound though the department purchases them at 16½d. per pound.

As a result of the purchase of East Indian tanned hides it is possible to obtain upper leather at 12d. per foot and at the same time to show a trading profit of about £100,000 per annum. Not all the upper leather required is obtained from this source, and for the remainder the department has to pay 21d. per foot, though the hides from which this balance is obtained are also closely controlled, apart from which the price would be much higher. This saving of 9d. per foot took place last year on 30,000,000 feet of upper leather, thus representing a total saving of over £1,000,000. During the year 1917 it will probably operate on 60,000,000 feet of such leather produced from kips tanned in India. The price at which kips are taken over is about 20 per cent above pre-war level, while British hides are controlled at about 40 per cent

above pre-war level. Neither kip leather nor sides from English hides were used for army purposes before the war, and no proper comparison is possible, but on a rough calculation the relative figures before the war would be 10d. per foot for kip leather as against 15d. per foot for English. But owing to the demand for kip leather before our control, boot manufacturers paid up to 16d. per foot for kip leather.

As the estimated demands for upper leather for the present year are considerably in excess of those of 1916, arrangements have now been made with the Government of India for a joint purchase scheme of all the raw East Indian kips as well as the rough tanned kips covered by the scheme described above. A proportion of these will be supplied direct to the Italian Government and the balance will be tanned and curried on commission in this country. It is too early to make any statement as to the probable economies that this arrangement will ultimately effect, but as these hides were prior to the war controlled by German interests and formed the raw material of an important German industry which exported upper leather in large quantities to Great Britain, it is expected that it will have important results on the future of the British leather trade. An arrangement on somewhat similar lines has also been made for the purchase of hides in British East Africa, where the prices were showing a decided tendency to rise, and for getting them tanned on commission in this country.

Boots.

The army's requirements of boots are necessarily heavy. Since the war began some 40,000,000 pairs have been purchased.

The quantities required are far in excess of the normal productive capacity of the United Kingdom for heavy boots; and it has therefore been necessary to make use of those firms who before the war confined themselves almost entirely to the manufacture of lighter boots for town wear, and for women and children.

At an early period of the war, the system was introduced of requiring costs to be furnished with tenders for boots, but so soon as the hands of the department were strengthened by the extension of the Defence of the Realm Regulations already referred to, steps were taken to investigate more closely than had been possible previously, the true cost of producing the boots, and to secure reasonable limitation of manufacturers' profits.

The first opportunity which offered was an order for 3,000,000 ankle boots for the Russian army, and with the assistance of the chartered accountants of the department rates were fixed for the several types of boot concerned which compared very favourably with the prices which would have had to be paid under the former system. In these rates the profit was limited to about 9d. per pair, a rate which was approved by the Contracts Advisory Committee after considering evidence laid before them as to the turnover and pre-war profits of the manufacturers concerned.

A similar course was followed as regards 4,000,000 long boots for the Cossack troopers. These boots were originally estimated to cost 30s. a pair, but owing to the immense variety of leathers used, it was not practicable to arrive at fixed prices which would be generally applicable. Each manufacturer was instead required to submit costs certified by a chartered accountant of recognized standing, and these costs were individually examined in the department. This work is not yet complete, but it is estimated that the cost of the boots, originally taken at £6,000,000 will be reduced to £5,600,000.

In this case a maximum profit of 1s. 3d. per pair was allowed in cases where the department was satisfied that the costs were true in detail and did not include any undisclosed profits, such as might arise from failure to allow for the sale of offal or from the inclusion of illegitimate expenses in the establishment charges.

These methods though successful in saving large sums of public money were found to involve considerable delay in the settlement of accounts. A new arrangement, therefore, has been introduced, whereby the bulk of the payments made for boots is

based on flat rates, differing in accordance with the type of boot and the district in which it is produced. The rates are in the first instance discussed by a committee of manufacturers in the locality concerned, and are then brought before a central committee composed of leading manufacturers and representatives of the department. This method of dealing with the problem is still developing, but it is accepted by the vast majority of manufacturers and it tends to efficiency and promptitude in both supply and payment. It is applied to boots for the British, Russian, Roumanian and Italian armies.

An economy has been introduced in the British ankle boot by allowing the use of double and even treble soles in place of the single sole which was formerly invariably insisted on. The saving in price by using a double sole is not less than 3d. a pair, and under present conditions the saving in material is even more important.

In addition to leather boots, the department has been required to supply large quantities of rubber thigh boots for winter use in the trenches. At the beginning of the war the department was dependent almost entirely on supplies obtained from Canada and the United States. Practically only one firm in the United Kingdom was capable of producing such boots. The capacities of that firm have been extended, and new firms have been induced to take up the manufacture, the result being that supplies from overseas are no longer required.

The work of keeping the army supplied with boots includes, of course, the question of repair, and immense economies have been effected by the establishment of repairing workshops both at home and overseas. It may be mentioned, as indicating the extent to which repairs are now carried out, that orders for over 1,250,000 pairs of half soles have recently been placed.

Preserved Meat.

Preserved meat is obtained from packers in South America, the United States, Canada, Australia and New Zealand. Practically none is packed in this country. Until November, 1916, contracts for this supply were made on competitive tenders, or by negotiations with contractors. The most important countries for this article are South America and the United States, and we have obtained from them the bulk of our requirements, but preference in placing contracts has been given as much as possible to Canadian and Australian products. Very little is packed in New Zealand.

On account of the freight situation, it was decided in November, 1916, to place contracts for long periods at f.o.b. prices, the Admiralty arranging freight. Two contracts were negotiated and placed with South American packers for monthly quantities until the termination of the war. Canadian contracts have been made through the Canadian Pacific Railway, who act as agents of the department. United States contracts have also been made for varying periods, extending over several months, by Messrs. J. P. Morgan & Company, as agents of the department. Australian contracts have been made for specific quantities through the High Commissioner for the Commonwealth.

In order to meet urgent requirements, it has been necessary at times to purchase quantities on spot at home, or near at hand. Upwards of 500,000,000 rations in all have been purchased.

Jam.

Jam is bought by the War Office for the expeditionary forces only. The jam ration for the troops at home was abandoned in May, 1915, and purchases are now made by units from the canteens. Until early in 1916 purchases were made after competitive tendering among principal jam manufacturers in the United Kingdom, who submitted samples of the jam offered, the contracts being allotted to the lowest satisfactory tenderers.

In May, 1916, a change in the system of purchase was introduced. Eight of the largest and most reliable contractors were selected to meet army requirements. To these was added a jam manufacturing concern now under the management of the Development Commission of the Board of Agriculture. A committee of these firms was formed for the joint buying of fruit, in order to avoid competition and consequent rising of prices.

The firms are paid:—

- (a) The actual cost of the fruit and sugar used.
- (b) The actual cost of delivery of the fruit and sugar to their works and of the finished jam to military depots.
- (c) The actual cost of time and cases (plus 5 per cent profit if the jam contractors make their own).
- (d) A fixed rate per 100 pounds for making the jam, the rate for making covering all contractors' costs and profits. For this item the selected firms quote competitive prices, and the quantities allotted to the various firms are decided according to the rates quoted.

The costs of tins and cases are examined to ensure that only a fair profit is made. The contractors keep separate records showing the actual quantities of fruit and sugar used for War Office supplies, and these records are examined by the Finance Branch of the War Office.

Since this new arrangement was introduced no complaints have occurred as to the quality of jam supplied to the troops of the expeditionary forces, and considerable economy in expenditure has been effected.

About two-thirds of the jam required is obtained under this arrangement. The remainder is obtained from Australia, Tasmania, New Zealand and South Africa, under f.o.b. contracts arranged through the various agents-general. Freight is arranged by the Ministry of Shipping. This colonial jam is obtained at very reasonable prices. Its use economizes sugar at home, and gives the troops fresh fruit jam when none is available from home manufacturers.

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. F. A. C. Bickerdike.*)

MANCHESTER, July 16, 1917.

THE PORT OF HULL.

Taking the values of imports and exports as a basis of comparison, Hull ranks as the third port in the United Kingdom, only exceeded by London and Liverpool. The same basis of comparison places Glasgow fourth and Manchester fifth. The annual values of Hull's imports and exports in 1913 were as follows:—

Imports..	£49,840,283
Exports—British and Irish..	29,220,174
“ Foreign and colonial..	5,543,960
Total..	<u>£84,604,417</u>

DOCKS AND COMMUNICATIONS.

The Hull docks extend eight miles along the northern shore of the Humber and are situated twenty miles from the open sea. One-fifth of the area of England and Wales is economically served by means of canals and waterways from Hull. A popu-

lation of twelve millions is reached by the port of Hull in the area of which it is the special distributing centre. The tonnage in 1913 was:—

Inward—Foreign.. . . .	tons.	4,271,044
Coastwise.. . . .	"	1,199,833
Outward—Foreign.. . . .	"	3,988,494
Coastwise.. . . .	"	1,444,694

Handling Facilities.

The dock equipment is of the finest and embodies all modern appliances for handling the vast bulk of merchandise which reaches the port. The new King George dock is the largest and best equipped on the East Coast. Steam, hydraulic and electric cranes of large capacity, special machinery for dealing with grain in bulk, coaling cranes, special arrangements for dealing with timber, cattle, manufactured goods, raw material, fruit, fish, etc., are necessarily provided and maintained in the highest state of efficiency. There are numerous warehouses and silos of large capacity, owned by the railways, for the storage of grain, while many public and private store-houses adjoin the old harbour, so that vast quantities of grain and seed can be stored at the port.

Hull as a Distributing Centre.

There are excellent railway communications extending to the north, south and west and an unrivalled river and inland navigation leading from the Humber. Hull more especially serves the vast manufacturing, mining and agricultural districts which lie between Newcastle on the north, Halifax and Derby on the west, and Northampton on the south. The rail and canal rates from Hull to these districts, together with the port charges, are extremely moderate. It is in fact a well-accepted fact amongst shipowners that the dock tonnage dues and wharfage at Hull are more favourable than those charged at any of the larger ports of the United Kingdom.

Cheap Inland Rates.

As regards the inward distribution of goods, the charges pertaining to which are shown in the railway companies' schedules, it may be said, with very few exceptions, that the rail and canal companies which convey the goods collect direct from the ship's side by sloop or lighter as river or canal craft are permitted in the docks free of tonnage dues. The channel of the Humber from the sea to the port is deep and permanent and is upwards of 1,500 feet in width.

Industries at Hull.

Within the immediate area of the port are established some of the largest manufacturing works of their kind in the world. The principal manufactures are linseed oil, cotton oil, rape, soya, palm and castor oils, fish oils, wheat flour, cattle foods, fertilizers, etc., paint, soap, drugs and medicines, mill machinery, dredges, excavators, etc., cement, wagons, saw-mills, tanneries, shipbuilding and repairing, boilers and marine engines.

In the production of oils pressed and extracted from seed and other vegetable products, oils from fish, and in the manufacture of goods and commodities into the composition of which the best oils and other seed, grain, etc., products largely enter, Hull holds the premier position in the Empire. More than 50 per cent of the total quantity of oil seed imported into the United Kingdom comes to Hull.

Hull's Coal Exports.

In 1913, the quantity of coal exported from Hull (exclusive of bunker) to foreign ports was 4,519,289 tons, and to coastwise ports 932,764 tons. In 1916 the exigencies of the war had reduced the output to 1,062,135 tons foreign, and 318,896 coastwise.

Of the 1916 shipments from the four Humber ports of Hull, Goole, Grimsby and Immingham, France took 899,600 tons, Sweden 234,348, Italy 173,631, Holland 143,708, and Denmark 48,486 tons.

Hull's Grain Trade.

Less wheat by nearly half a million quarters came to Hull in 1916 as compared with 1915. Maize was also short of the previous year's total, but in the case of barley there was a considerable advance.

Imports of Wheat—	Quarters.
From North America..	1,990,210
River Plate..	137,727
Karachi..	431,519
Bombay..	16,987
Total (quarters of 480 pounds)	2,576,443
Imports of Maize—	
From North America..	104,060
River Plate..	502,963
Egypt..	64,767
Total (quarters of 480 pounds)	671,790
Imports of barley..	488,464

Food Imports at Hull.

The following table will serve to show the importance of Hull as an import centre of foodstuffs as compared with the total value of imports from abroad, at the thirteen principal ports during 1914:—

	Food Imports.	Other Imports.
London..	£106,388,309	£235,172,916
Liverpool..	57,980,678	166,443,588
Hull..	21,380,777	41,027,070
Manchester..	11,065,871	33,741,734
Southampton..	7,101,198	18,723,500
Bristol..	12,946,310	17,516,336
Harwich..	9,107,931	17,066,312
Glasgow..	9,517,902	16,870,214
Folkestone..	1,718,204	14,582,065
Leith..	9,132,994	13,751,770
Grimsby..	6,491,581	13,259,376
Newcastle..	5,744,058	9,387,476
Cardiff..	3,099,151	6,056,307

Timber Trade of Hull.

The total of arrivals of timber at the port of Hull in 1916 was considerably below the level of the previous year. In 1916, 607,482 loads were imported as compared with 775,493 loads in 1915, and 616,619 loads in 1914. These figures are all considerably below the record year 1913 when upwards of one million loads came into Hull docks. During 1916 large quantities of pitwood were imported, a commodity very much wanted owing to the small import in 1915. This was brought about by the Germans declaring pitwood to be contraband.

NEW ZEALAND.

REPORT OF TRADE COMMISSIONER.

(Mr. W. A. Beddoe.)

AUCKLAND, N.Z., July 10, 1917.

TRADE OF NEW ZEALAND.

Publications of a return of a financial character are awaited with interest for concrete evidence of the condition of the money market. There is no doubt, however, that the supply of funds in the hands of the banks is ample for all general requirements.

Owing to the shortage of shipping space, exports are less than last season by four and a quarter millions sterling or 16 per cent for the past eight months. Imports on the other hand continue to show increase, owing to the ever rising cost of goods. However, the exports still show a satisfactory excess over imports, though not so large as a year ago. The fact that the Imperial Government is paying for wool almost as soon as it is valued, and is making advances against cheese awaiting shipment, is helping very largely to augment the available supply of funds.

PRODUCE AWAITING SHIPMENT.

The amount of produce awaiting shipment is still very heavy as there has been very little outward shipping for the past month. There appears little prospect of immediate relief, but a somewhat vague ministerial statement has been made to the effect that an improvement might be expected from July onwards.

PRINCIPAL IMPORTS INTO NEW ZEALAND.

The following list of articles imported into New Zealand from all countries during the five months ended May 31, 1917, and the value of same, together with the figures for the corresponding months of 1916, give an idea of the character and quantity of certain articles consumed in this country:—

	5 months, 1917.	5 months, 1916.
Soft goods—		
Apparel..	£ 479,599	£ 488,518
Boots and shoes..	164,277	119,956
Carpet and oilcloth..	82,964	78,771
Drapery, n.o.e..	92,857	96,607
Hats and caps..	46,315	44,179
Hosiery..	104,369	130,769
Millinery..	30,251	35,426
Canvas..	47,719	36,886
Cotton piece-goods..	603,698	489,360
Linen piece-goods..	8,513	16,772
Silk piece-goods..	106,955	85,014
Woollen piece-goods..	296,420	274,475
Hardware—		
Cement..	446	546
Hardware..	133,207	136,174
Iron—		
Bar, bolt, rod..	60,256	85,777
Corrugated sheet..	6,779	129,558
Fencing wire..	27,484	57,479
Barbed wire..	11,379	11,818
Pig and scrap..	34,224	16,112
Pipes and fittings..	66,795	103,871
Lead..	13,046	15,822

PRINCIPAL IMPORTS INTO NEW ZEALAND.—*Continued.*

	5 months, 1917.	5 months, 1916.
Hardware— <i>Continued.</i>		
Machinery—		
Dairy..	£ 34,414	£ 24,817
Agricultural..	54,295	40,242
Electric..	194,453	198,972
Engines, gas and oil..	35,906	20,679
Mining..	7,333	6,759
Sewing..	28,727	16,351
Nails..	26,359	29,107
Railway and tramway plant..	18,914	44,962
Tin, sheet and block..	78,485	72,353
Tools..	61,167	47,517
Foodstuffs—		
Confectionery..	26,321	62,845
Fish, preserved..	51,991	35,374
Fruit—		
Dried..	65,384	93,249
Fresh..	53,617	44,490
Flour..	64,972	19,210
Grain, unprepared..	77,093	57,267
Jams, jellies, etc..	4,729	4,528
Milk, preserved..	9,809	3,653
Onions..	3,665	1,249
Pickles and sauces..	3,046	5,168
Rice..	26,450	33,135
Salt..	23,352	33,257
Sugar..	196,337	200,212
Beverages—		
Ale and stout..	12,160	17,851
Spirits—		
Whisky..	157,869	122,506
Other..	26,655	41,196
Wine..	24,874	29,638
Cocoa, coffee, etc..	15,569	50,136
Tea..	178,696	160,699
Miscellaneous—		
Bicycles (including motor)..	40,456	60,432
Books, papers, music..	90,521	80,465
Candles..	4,871	9,715
Carbide of calcium..	8,395	15,887
Coal..	139,762	80,305
Cordage and twine..	57,905	36,761
Cornicks and woolpacks..	154,939	159,104
China and earthenware..	57,743	53,477
Glass and glassware..	74,235	75,945
Furniture..	12,821	15,727
Greases..	4,313	3,733
India-rubber goods..	19,511	19,773
Leather..	116,454	69,889
Leather manufactures..	38,893	31,177
Manures..	129,006	116,485
Matches and vestas..	24,448	10,102
Motor vehicles..	296,914	321,797
Oils—		
Benzine, etc..	234,123	166,873
Kerosene..	59,536	54,196
Castor..	9,099	9,545
Linseed..	17,864	20,305
Turpentine..	8,236	6,514
Other..	52,027	47,877
Paints, colours and varnish..	88,519	76,732
Paper—		
Printing..	113,410	86,585
Other..	70,603	49,517
Pianos..	29,154	30,876
Seeds, grass and clover..	82,561	71,744
Stationery..	55,861	45,457
Tobacco..	135,494	139,416
Cigarettes..	61,334	92,395
Cigars and snuffs..	9,552	9,925
Timber, hewn and sawn..	83,062	61,512
Specie..	91,748	731,450
Totals..	£9,089,807	£9,475,644

The following is a comparison of the aggregates of the different divisions of imports for the five months of 1917 and 1916:—

	5 months, 1917.	5 months, 1916.
Soft goods.. . . .	£2,063,937	£1,896,793
Hardware.. . . .	893,669	1,058,916
Foodstuffs.. . . .	606,767	593,637
Beverages.. . . .	416,823	422,026
Miscellaneous.. . . .	2,380,626	2,140,061
Other goods.. . . .	2,636,237	2,632,761
Specie.. . . .	91,748	731,450
Totals.. . . .	£9,089,807	£9,475,644

The total apart from specie shows an increase of £253,865, or 3 per cent, in 1916. In spite of rising prices the hardware and beverages sections show decrease; in the former division the principal loss is in corrugated iron, bar iron, and pipes and fittings. In beverages there are increases in tea and whisky, but the other items show decline. The biggest increase is in soft goods, notably in cotton, silk and woollen piece-goods and boots and shoes. In foodstuffs, flour, grain and fish show increase, but most of the other items show a loss. In the miscellaneous section there are fairly heavy increases in coal, benzine, leather, paper, books, cordage, manures, matches, stationery and timber, while there are decided decreases in bicycles, motor vehicles and cigarettes.

In view of the continued shortage of tonnage it appears probable that our imports may be much restricted for some time and present stocks will consequently advance in value.

NEW ZEALAND CUSTOMS DECISIONS.

Goods.	Classification under Tariff and Item No.	Rate of Duty.	
		General Tariff.	Pref. Surtax on Foreign Goods.
A. and m.s., viz:— Advertising buttons or brooches, spring pins for the manufacture of.....	As a. and m. s. (482)	Free.	
Motor vehicles, fittings for, viz.:—Bonnet-hinges, and brass angle-plate, in continuous lengths, not bored.			
Myrabolam, solid extract of, for use in tanning.....			
Twine (claimed as sewing-thread) of quality approved by the minister, for use with boot-lacing machines.....			
Boot-cleaning preparations:—"Pacific" Nubuck Suede Cleaner, white.....	As chemical preparations n.o.e. (70)	20 p.c.	10 p.c.
"Pacific" Nubuck Suede Cleaner, black....	As n.o.e. (483).....	Free.	
Flexible shafts or shafting (for operating speedometers, dentists' burrs, riveting machines, etc.) imported separately.....	As manufactured articles of metal n.o.e. (183).	20 p.c.	10 p.c.
Lamp-burner cleaners (bundles of fine steel wires, fixed together in the form of a brush, for cleaning burners of <i>Ætna</i> and similar lamps)	As hardware n.o.e. (182).....	20 p.c.	10 p.c.
Legging-blocks, wooden, including those for use with legging-blocking machines.	As grindery, wooden lasts (310)...	Free.	
Machinery, rope and twine making "New Era" rope machines.....	As machinery, rope and twine making (165).	5 p.c.	10 p.c.
Machinery, woollen mill, viz: Hosiery drying ("Proctor") machines	As machinery, woollen mill (165).	5 p.c.	10 p.c.
Scientific apparatus, viz:—Lamps, of patterns approved by the minister, including "Incandescent Mazda" and "New Miniature" electric lamps, specially fitted and peculiarly adapted for microscope work....	As scientific apparatus (280).	Free.	Free.

Canadian trade is not affected by these decisions.

LUMBERING IN ARGENTINA.

REPORT OF ACTING TRADE COMMISSIONER.

(Mr. Bertram Webb.)

BUENOS AIRES, July 3, 1917.

The extent and value of Argentina's forest industries is not generally known abroad. Prior to the war the industry languished for lack of economical means of transport to consuming centres, but the present scarcity and high price of imported fuel are acting as a stimulus to exploitation and development. Nearly all Argentina's timbers are of the hardwood variety, heavier than water, and of little if any use for construction purposes. The most widely known and generally useful timber is quebracho, from which is extracted tannin for tanning purposes. Quebracho is exported in the form of logs and also in quebracho extract. This and other hardwoods are used for fencing

posts, railway sleepers, building piles, and dock and harbour work. Quebracho, white and red, nauduby and other timbers are also used for fuel. The hardwoods are found mostly in the provinces of Santa Fé, Santiago del Estero, Cordoba, Tucuman and the Chaco. According to the Industrial Census of 1910 there were 283 saw-mills in the Republic with an annual output of \$17,000,000 gold; nine quebracho extract factories with an annual output of \$4,000,000 gold; and one hundred forest development companies capitalized at \$8,000,000 gold with annual sales of \$5,500,000 gold.

CANADA'S VEHICLE TRADE WITH SOUTH AFRICA.

FROM REPORT OF TRADE COMMISSIONER.

(Mr. W. J. Egan.)

CAPE TOWN, S.A., June 18, 1917.

CANADA'S EXPORTS OF VEHICLES TO SOUTH AFRICA.

The Canadian carriage manufacturers are well represented in South Africa, but are now shipping in limited number only as this industry is perhaps the biggest industry in South Africa. As most of the value under cart and carriage and parts thereof in imports are for the parts, that table was included under wood and manufactures of.

Bicycles "and Parts"—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.	France.
1913.. . . .	\$1,130,000	....	\$12,600	\$1,010,000	\$70,000	\$9,000	\$14,000
1915.. . . .	339,000	....	8,900	326,000	1,500	.....	780
1916.. . . .	570,000	\$45	18,400	547,500	1,750	10	375

Motor Bicycles "and Parts"—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Belgium.	France.	Germany.
1913.. . . .	\$1,063,000	.....	\$ 31,200	\$195,300	\$14,400	\$29,000	\$27,000
1915.. . . .	531,000	.....	171,000	357,000	750	550	900
1916.. . . .	788,000	.....	266,000	524,300	95	730	65

Considerable interest has been shown by Canadian bicycle manufacturers in the possibility of securing a market in South Africa. Details covering the trade and how it is carried on here have been submitted. There is a possible market for a standard "Brand" bicycle, but it will mean hard work and very special value, and good advertising to place and hold a trade.

Most of the trade is done by assembly at this end and the parts in any one bicycle may come from four different countries and twenty sources of supply. It is a pleasure to repeat that one Canadian manufacturer hopes to make a real effort to secure some share of the trade.

Through the efforts of this office, some small orders have been placed with Canada for parts. Japan shipped in 1916 parts to a value of \$1,250.

Many natives are now using the bicycle and this field alone has big possibilities.

Motor bicycles have immense possibilities in this country, as shown by 1913 figures of import. The total imports in 1910 were only \$105,000 which increased in 1911 to \$347,000 and in 1912 to \$733,000.

Motor Cars "and Parts"—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Germany.
1913..	\$4,230,000	\$746,000	\$1,818,000	\$2,074,000	\$167,000	\$293,500
1915..	2,205,000	690,000	1,023,000	428,000	7,700	2,300
1916..	3,752,000	685,000	2,720,000	327,000	5,700	170

Limited ocean freight has kept down the figures of import in motor cars. Owing to long distances from rail and the use of the motor car power for farm machinery, this country is a favourable field for the motor car in farming districts in addition to the big possibilities in each large centre of population. Canadian manufacturers of motor cars costing at factory from four to nine hundred dollars by referring to Trade Inquiries published in *Weekly Bulletin*, will find splendid medium for agencies or sale.

Lorries "Power"—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.	France.
1913..	\$171,000	\$1,600	\$ 24,800	\$113,800	\$12,500	\$10,800	\$5,100
1915..	119,000	4,000	86,500	25,000	.....	.....	2,500
1916..	150,900	6,100	122,500	22,300	.....	.....	—

The possibilities in large centres for delivery power lorries is only in its early stages. The tendency is towards electric power. Manufacturers of any power lorry or delivery wagon should be able to interest any of the trade inquiries for motor car supplies from Canada, referred to in above paragraph.

Rubber Tires—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Italy.	France.	Japan.
1915..	\$1,353,000	\$17,500	\$263,800	\$ 766,000	\$230,500	\$70,000	\$ 800
1916..	2,156,000	125	633,000	1,208,500	164,800	56,300	27,000

This is a new entry separated from motor cars entry of previous years.

As Canadian manufacturers are now represented, some good headway should be made from now on.

Perambulators—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Japan.
1913..	\$59,000	\$ 10	\$13,300	\$41,800	\$3,400	—
1915..	60,800	200	20,350	39,800	.....	—
1916..	90,000	375	29,350	60,200	.....	\$515

There is a very large sale in this country for the folding go-cart as well as for the various styles of baby carriages or perambulators. Some nice sample orders have been placed in Canada during the past two years with a company which is represented. The difficulty has been in competition with similar lines from the United States. A reference to *Weekly Bulletin* No. 627 will show the styles which are popular in South Africa, and give some idea of the prices which prevail.

Wheelbarrows—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.
1913..	\$45,000	\$ 1,700	\$38,000	\$4,600
1915..	23,500	6,900	15,000	1,600
1916..	31,200	14,600	15,250	1,100

Canada made good headway in an all-iron barrow which is constructed to meet the requirements of this country. The trade in wheelbarrows in normal times will average annually \$45,000. The kind of barrow required in South Africa is illustrated in *Weekly Bulletin* No. 666.

PAPER, PULP, AND WOOD INDUSTRY OF NORWAY.

FROM REPORT OF COMMERCIAL AGENT.

(Mr. C. E. Sontum.)

CHRISTIANIA, NORWAY, July 10, 1917.

PAPER, PULP AND WOOD TRADE.

The usual weekly publications with regard to the situation of the paper, pulp and wood trade of Norway, which have been suspended during the war, still prohibits the report on these subjects. As a whole it may be said, that chemical pulp is quiet, while the price is continually rising. The market for mechanical is also inactive. In the wood trade next to nothing is being done.

NORWEGIAN FOREST ENTERPRISE IN RUSSIA.

A stock company is being formed by Norwegian business men to take over the well known Reynolds Lumber Company, in Petrograd, Russia. The name of the new company will be "Edward Reynolds, Ltd.," and they will take over all the forest and other properties, saw-mills, lumber yards, etc., belonging to the old firm. The purchase price is 3,450,000 roubles.

LOGS TYING UP IN THE GLOMMEN RIVER CAUSE SERIOUS DIFFICULTIES FOR THE SOUTH OF NORWAY PULP-MILLS AND WOOD-GOODS INDUSTRIES.

The trade paper *Farmand* writes in its latest edition:—

"A misfortune altogether without precedent has befallen those branches of the wood-goods industries which obtain their raw material, logs, from the Glommen River district. The director of the association under whose management lies the floating of the logs in the river Glommen, has sent the newspapers for publication a letter which he has addressed to the Association of the Forest Owners. An immense quantity of logs had this year to be floated down the river; a late spring and a rapid thaw have caused a quantity, estimated at about 450,000 dozens of logs, to be piled up at Bingfoss lock, tied one with the other almost inextricably to an enormous height and it is only possible to extricate the logs one by one with immense work and difficulty. Instead of employing usually about twenty to thirty men, the association has now 130 men engaged who work day and night to try to loosen this mighty mass of timber. Although everything has been done to stop more timber from coming down to Bingen, the river still carries a great deal of timber, and the quantity at Bingfoss is thus steadily increasing.

"As the situation now is," says the director, "it is hardly probable that we shall be able to clear the timber quantity at the Bingen lock in a shorter time than two years, and there is no prospect of our being able to release this year much more than one-half of the quantity of timber which has been marked this season for being floated in the Glommen river."

This very serious situation will prevent not only the mills, but also the many parishes who have bought timber in lieu of coal, from receiving the timber which has been cut and marked to their account for being floated in the Glommen river. And still more, it will not be advisable for the mills to contract for logs in the autumn for cutting during the coming autumn and winter and for floating next spring. It is therefore more than probable that the saw, cellulose—and mechanical wood-pulp mills

which receive their timber by floating in the Glommen will be compelled to stand idle for one year, as soon as they have used up their present stocks of timber.

This is an event which is without any parallel in the very long time which has elapsed since floating of logs in the Glommen river commenced, and it will affect the planing-mills at Fredriksstad; among other cellulose-mills, the large mills belonging to the Kellner Partington Paper Pulp Company, the Greaker cellulose mill, and all the other mills which are situated by the Glommen river. More or less all pulp-mills in the south of Norway, however, will be inconvenienced by this stoppage, for all of them obtain at least a part of their log supply from the Glommen River district.

DEMAND FOR CONDENSED MILK IN GREAT BRITAIN.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. J. E. Ray.*)

BIRMINGHAM, July 19, 1917.

In conversation with a Birmingham firm handling condensed milk, and who are open to place an order for 10,000 cases at the present time, it is learned that increased supplies from Canada would be much appreciated.

The official statistics dealing with condensed milk are informative, as illustrating the changes that have taken place in the countries of origin since the outbreak of war.

CONDENSED, NOT SWEETENED.

In 1913 the British imports were only 50,000 cwts., of which 35,000 cwts. were received from Norway. In 1915 (the figures for 1916 are not yet published) the total imports rose to 277,560 cwts., the supplies from Norway being only 21,896 cwts. In 1913 no supplies were forthcoming from Canada, but in 1915 the quantity was 77,590 cwts. The United States contribution, which was only 14 cwts. in 1913, advanced to 141,821 cwts. in 1915.

CONDENSED, WHOLLY SWEETENED.

Taking the same comparative periods, the total British imports of condensed milk, wholly sweetened, advanced from 481,435 cwts. to 544,908 cwts. The fluctuations in the supplies from foreign countries of origin were very slight, the quantities received from the Netherlands being 10,500 cwts., from Switzerland 10,000 cwts., and from the United States 25,920 cwts. greater in each case.

The only supplies from British possessions in 1913 were 186 cwts. from British India, but the receipts from these sources in 1915 rose to 15,540 cwts., Queensland being responsible for the largest quantity, 8,028 cwts.

MARKET IN GREAT BRITAIN FOR PAINT BRUSHES.

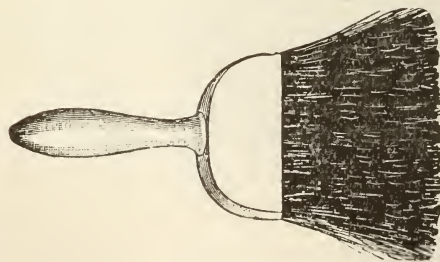
Mr. J. Forsyth Smith, Canadian Trade Commissioner, Liverpool, has sent the following particulars and illustrations of paint and varnish brushes much in use in Great Britain:—

In response to a request from Canada, some inquiry has been made as to the prospect of a market for paint brushes when present restrictions are removed. Before the war a large part of the trade in this commodity was done with Germany, but English manufacturers have since greatly increased their facilities in an effort to cope with the demand, and are supplying satisfactory types of goods at prices much lower than Canadian offers received by local distributors.

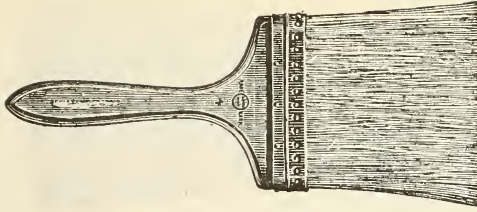
The following prices from the 1917 catalogue of one of the largest firms of English paint brush manufacturers will illustrate the competitive situation: One knot copper wirebound ground brushes, $5\frac{1}{2}$ -inch bristles, 124s. to 134s. per dozen; 5-inch bristles, 80s. to 88s. per dozen; $4\frac{1}{2}$ -inch bristles, 52s. to 58s. per dozen. Jamb brushes, black bristles, $3\frac{1}{4}$ -inch bristles, 22s. per dozen; $3\frac{1}{2}$ -inch bristles, 28s. per dozen; $3\frac{3}{4}$ -inch bristles, 38s. per dozen. Metal-bound wall brushes, 5-inch bristles, 108s. per dozen; $4\frac{1}{2}$ -inch bristles, 96s. per dozen; 4-inch bristles, 66s. per dozen; $3\frac{1}{2}$ -inch bristles, 56s. per dozen. Kalsomine or alabastine brushes, $6\frac{1}{2}$ -inch black bristles, various numbers, 166s. to 220s. per dozen. Oval bevelled varnish brushes, machine-pressed seamless metal ferrules, stiff black bristles, Nos. 1 to 8, 11s. 6d. to 78s. per dozen. Flat bevelled flowing varnish brushes, stiff black bristles, white handles, $1\frac{1}{2}$ -inch bristles, 8s. to 9s. 6d., according to thickness; $2\frac{1}{2}$ -inch bristles, 17s. to 22s., according to thickness; 4-inch, 33s. to 52s. per dozen, according to thickness. The complete catalogue has been forwarded and may be seen at the Department of Trade and Commerce, Ottawa.



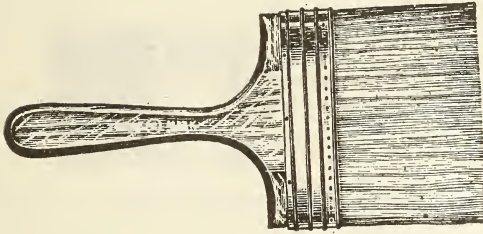
One-knot copper wire-bound ground brush.



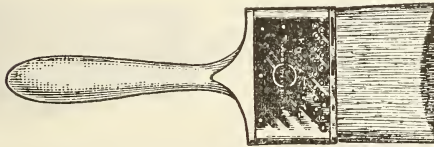
Jamb brush, black bristles.



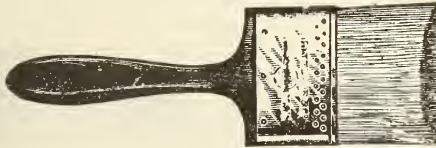
Metal bound wall brush.



Kalsomine or alabastine brush.



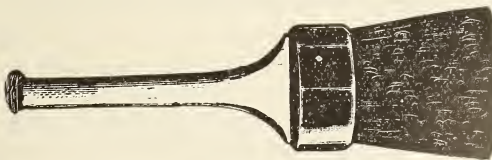
White hog's hair bevelled varnished brush, white handles.



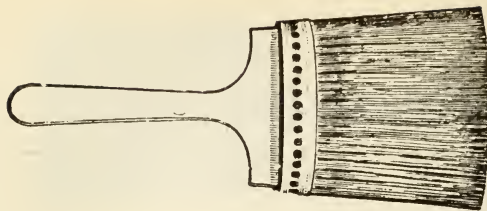
Extra quality bevelled varnish brush, finest selected Lily bristles, cedar handles.



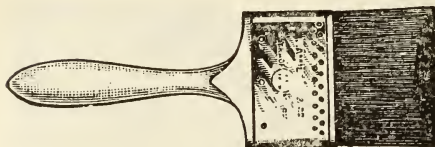
Hog hair tools, in tin, round and flat.



The "Namel-Var" enamel and varnish brush, stiff black bristles, in seamless, rivetless machine pressed metal ferrules, polished handles.



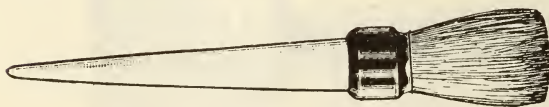
Weather board brush, metal bound.



Flat varnish brush, white handle.



"Ensign" brand oval bevelled varnish brushes, patent machine-pressed seamless metal ferrules, stiff black bristles.



Patent machine-pressed metal ferrule sash tool.



Patent machine-pressed metal ferrule bevelled sash too .

DEMAND FOR DRIED FRUITS IN GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(Mr. J. Forsyth Smith.)

LIVERPOOL, August 3, 1917.

In response to inquiry from Canada, some investigation has been made as to the market in this country for dried fruits, and the following details may be of interest to prospective exporters. Although little has been done in Canada with any other dried fruit but apples, information as to other fruits has been included in view of possible future developments.

Present Demand Prospects.

The demand prospects under war conditions are very promising, as the embargo on the importation of fresh fruits, and the restriction on the importation of canned fruits will naturally turn the attention of the consuming public to the available substitute. The high cost of living also has had the effect of creating a demand for the cheaper food products, and, although the present prices of dried fruits of all kinds show great increases over pre-war values, they must still be ranked as, relatively, in the latter category. A further consideration for Canadian exporters is the fact that while imports of dried fruits from California, the main source of supply, are restricted to 50 per cent of the imports of 1915 (10 per cent of which is for army use) there is no restriction on imports of this commodity from the dominions, other than that of shipping space shortage. There is also a very considerable demand for use by the army canteen and for the several expeditionary forces.

Apples.

Canadian evaporated apples are well known in the markets of the United Kingdom, and, although some criticism is made of the grading and pack, as frequently rougher and less careful in detail of selection, clean coring and peeling, etc., than that of competing fruit, they are much appreciated on account of their excellent flavour and superiority in keeping qualities. The competition is from California and the eastern states. They are packed, principally, in 50-pound boxes, though sometimes in 25-pound boxes. Eastern apples are graded Prime, Choice and Extra Choice, and California has, also, Fancy and Extra Fancy grades. They should be packed tightly in boxes lined with a good quality of glazed paper, and faced. Pre-war prices, c.i.f. Liverpool, were from 32s. to 48s. 6d. per cwt. Present prices range from 72s. to 85s. per cwt. The different grades vary in price by 2s. to 4s. per cwt.

Prunes.

There is a very large and growing demand for prunes, which come mainly from California and Oregon, though some are supplied by France in normal times. They are packed in faced packages weighing 25 pounds. Some 50-pound boxes are sold, the larger package bringing about 1s. 9d. per cwt. They are selected and packed according to size, as 40 to 50 to the pound, 50 to 60 to the pound, etc.

Pre-war and present prices, c.i.f. Liverpool, for the various sizes are as follows:—

	30-40.	40-50.	50-60.	60-70.	70-80.	80-90.	90-100.
1914.. .. .	48s. 6d.	39s. 6d.	36s. 6d.	33s. 6d.	30s. 6d.	28s. 6d.	26s. 6d.
1917.. .. .	69s. 6d.	66s. 0d.	62s. 0d.	59s. 9d.	57s. 3d.	56s. 3d.	53s. 9d.

The Oregon-Italian prune, which is the same as produced in British Columbia, sells regularly at about 2s. per cwt. less than the California product. Fresh prunes are also offered from Oregon, which sell at several shillings lower price than the Italian prunes, mainly on account of their small size.

Apricots.

Apricots rank next to prunes in the favour of the consuming public, and the demand is growing. They are principally of the Royal variety, though the Moorpark is also offered. They should be prepared so as to show and maintain a bright, rich colour. They are packed in 25-pound boxes, and graded Choice, Extra Choice, Fancy and Extra Fancy.

Present and pre-war prices for Royals per cwt. c.i.f. Liverpool, are:—

	Choice.	Extra Choice.	Fancy.
1914..	55s. 0d.	57s. 6d.	60s. 0d.
1917..	102s. 6d.	104s. 0d.	106s. 0d.

Peaches.

The demand for peaches is not as great as for prunes, apricots, or pears, but has increased during the past five years. Improvements in pack and grade are believed to be largely responsible for this increase. They are packed in 25-pound boxes in three grades. They must be yellow in colour, and, unless special methods of preparation are followed, are likely to have a disagreeable odour.

Prices per cwt., c.i.f. Liverpool, are:—

	Choice.	Extra Choice.	Fancy.
1914..	30s. 6d.	32s. 6d.	34s. 6d.
1917..	65s. 6d.	68s. 6d.	72s. 0d.

Pears are quickly coming into favour. They must be as light in color as possible and free from blemishes. They are packed and graded the same as peaches. There is such variation in quality, however, that the price largely depends upon the quality a particular packer is known to ship.

Fruit Salad.

Dried fruit salad has only been known on the market for the past four years, but is becoming very popular. It is composed of prunes, apricots, pears, peaches, and apples, generally in the proportion of two-sevenths each of prunes and peaches and one-seventh each of pears, apricots, and apples. From the standpoint of the shipper the salad is a valuable aid in finding an outlet for the less popular fruits. It is packed chiefly in 50 pound boxes unfaced, but sometimes in 25-pound boxes, faced.

Duties.

There is no duty on apples, peaches or pears, but there is a duty of 10s. 6d. per cwt. on prunes and apricots. Before the war the duty was 7s. per cwt. The duty on fruit salad varies according to the proportion of prunes and apricots.

South African and Australian Competition.

South Africa has shipped small quantities of dried apricots for some years, and Australia sent over apricots, peaches, and pears for the first time this year, no doubt attracted by the high prices and by the advantage offered by the absence of restrictions on Dominion produce. The Australian product impressed the trade very favourably.

Opinions of the Trade.

1. "In our opinion, Canadian goods, if equal in quality to the competing product, would find a ready sale, and you can, therefore, safely recommend your friends in Canada to go ahead."

2. "We would be in a position to purchase direct from Canada, but, in the first instance, would require the packers to send forward a small trial consignment of the different varieties. If satisfactory, further business could be done on c.i.f. terms."

3. "If Canadian shippers can put up a good grade of dried fruits, there is no doubt about the trade requiring as much as they can send. This applies more especially to apples, prunes, and apricots. For peaches and pears, the sale is not so large, but assorted fruits sell well, and are well worth their attention. We are prepared at any time to purchase on c.i.f. terms, but only from firms that we can have every confidence in."

4. "The general condition of payment is by draft, cash to be paid against the surrender of the bill of lading and marine insurance policy. On c.i.f. sales, all weights must be guaranteed within 1 per cent of those shown on the invoice."

5. "We wish to say that there is a good outlet for evaporated apples at present, and prospects are good for the coming year, owing to restrictions on importations of canned and fresh apples. We would recommend your friends to pack Fancy evaporated apples, Fancy whole-cored apples, and Extra Choice apple rings in 25-pound boxes. Last year we had over a thousand of these from California. This year, we will not have the chance of getting them in because of the freight, so there is a fine opportunity for Canada to step into the breach and ship the quality and quantity required. We may say, also, that we handle apples packed in three dozen 1-pound cartons to the case. These are the finest apples, sliced and packed in air-proof paper. We fancy they could be packed to advantage in Canada. We could handle a few hundred cases of these."

6. "California dried apples are the best coloured that reach this market, but in flavour, they do not compare with the New York State apples. Canada should be able to ship a quality fully equal to the eastern state product."

7. "In popular demand, we should say prunes take first place, then apples, apricots, pears and peaches."

8. "In 1913 we paid 50s. 9d. per cwt. c.i.f. Glasgow for Fancy pears, and in 1914, we paid 57s. for equal quantities of Fancy, Extra Choice and Choice. The quantity of pears consumed is very limited. In 1915, we paid 66s. 10d. for Extra Fancy."

9. "The bulk of the evaporated apples we import come from New York state. In 1913, we paid, per cwt. c.i.f. Glasgow, 25-pound boxes, Prime Apple Rings, 40s. 6d.; Extra Choice, 47s.; Fancy Whole Cored, 56s. 6d.; Choice Canadian, 43s. In 1914, prices were: 25-pound boxes, Fancy Whole Cored, 44s.; Fancy Apple Rings, 41s.; Choice Apple Rings, 33s. 6d.; 50-pound boxes, Prime Apple Rings, 33s. Last year we paid: 25-pound boxes Fancy Apple Rings, 64s. 6d.; Extra Choice, 62s. 6d.; 50-pound boxes, 3s. per cwt. less.

To Exporters.

Exporters who wish to get into touch with prospective buyers of dried fruits should communicate with this office.

MEAT IMPORTATIONS INTO LIVERPOOL.

The annual report of the Liverpool Medical Officer of Health for 1916, just issued, gives the following figures of meat importations into this port during 1913, 1914 and 1915:—

	1913.	1914.	1915.
Bacon..	£ 4,668,201	£ 4,911,657	£10,719,819
Beef, fresh and refrigerated..	7,847,284	9,018,097	11,378,711
Beef, salted..	51,103	32,765	70,777
Hams..	1,874,527	1,990,101	3,383,667
Mutton, fresh and refrigerated..	2,953,843	2,939,483	2,443,754
Pork, fresh and refrigerated.. . .	35,851	39,012	324,167
Pork, salted..	56,617	54,939	71,083
Rabbits..	299,271	304,110	159,215
Unenumerated, fresh, refrigerated and salted..	491,123	570,894	801,044
Preserved otherwise than by salt- ing	801,377	975,781	1,941,040
Totals..	£19,079,197	£20,836,839	£31,293,277

The remarkable increase of the imports of 1915 over the two preceding years is noteworthy.

FOODSTUFFS IMPORTED IN 1915.

The following table from the same publication shows the comparative value of the importations of some important foodstuffs into the principal United Kingdom ports during 1915:—

	London.	Liverpool.	Hull.	Bristol.	Glasgow.	Manchester.
Butter	£10,460,687	£ 471,505	£2,764,361	£ 112,329	£ 167,398	£ 517
Cheese	6,901,940	1,635,688	130,725	1,087,036	482,430	221,046
Grain	30,569,442	22,335,433	8,641,719	8,641,719	6,250,689	6,781,348
Eggs.. . . .	2,512,234	853,565	1,080,178	13,664	366,440	186,228
Fish.. . . .	2,335,426	3,193,138	611,741	44,828	.....	—
Fruit.. . . .	7,195,243	5,205,727	536,438	1,135,237	848,840	508,209
Bacon.. . . .	2,203,623	10,719,819	3,906,599	925,520	874,049	236,565
Hams.. . . .	685,941	3,383,667	.....	68,723	925,754	174,676
Milk—						
Condensed ..	1,777,513	695,824	286,175	62,908	.....	171,151

SOUTH AFRICAN TRADE REQUIREMENTS IN OIL STOVES AND HEATERS.

Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, has attached to his latest report the following descriptions and illustrations of oil-stoves and heaters which are in use in South Africa:—

South Africa imports in large number oil stoves and heaters. There are a number of standard makes on the market. A good trade can be done in any stove similar to illustration shown under this heading.

Illustration No. 1 shows a popular pattern of heater; this is one of the latest improved models, it is smokeless, light and portable with nickel finish, some having brass front.

Illustration No. 2 is for a small stove and is a good selling number, selling in South Africa at \$4.

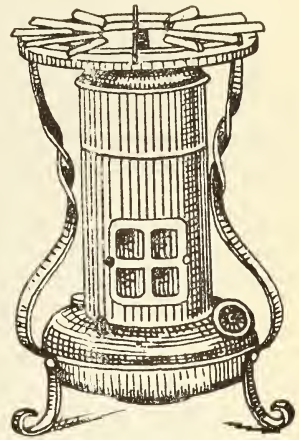
Illustrations Nos. 3, 4, and 5, are for standard pattern and sizes, all sold in big quantities. The No. 3 sells at \$7.75, No. 4 at \$12 and No. 5 at \$16.25. All of these stoves are supplied with or without legs. The average height of all models is 30 inches. The most popular oil stove has a top which extends over the reservoir.

There is also a sale for an oil stove with cabinet for dish warming, in fact some of them are almost as elaborate as the best wood or coal ranges.

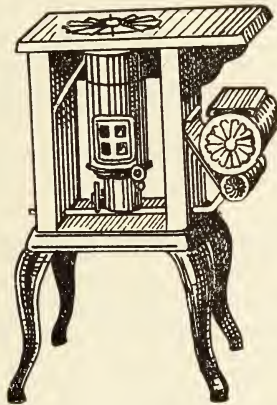
If made in Canada for export, full particulars sent to this office will be submitted to interested parties.



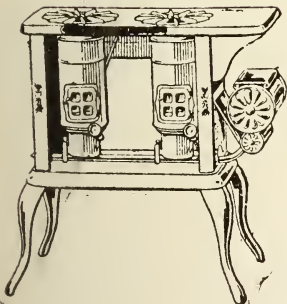
No. 1.



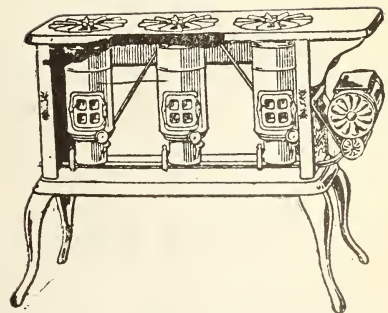
No. 2.



No. 3.



No. 4.



No. 5.

INFORMATION REGARDING EQUIPMENT FOR THE EVAPORATION OF POTATOES.

Reports indicate that Canada's potato crop this year will be unusually large and the Department of Trade and Commerce has received a number of inquiries as to where equipment for the evaporation of potatoes may be secured. Any one requiring information about potato evaporating equipment should write to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. (Refer File No. 18137.)

Following is a list of firms now evaporating potatoes:—

The Graham Company of Belleville, Ont., evaporates potatoes extensively. They have potato evaporating plants at the following places:—

In Ontario at Belleville, Frankford, Consecon, Mimico and Curries.

In New Brunswick at Woodstock.

In Nova Scotia they have eight plants with head office at Windsor, N.S.

In British Columbia at Armstrong, Vernon and Eburne.

In addition to the Graham Company the following Canadian companies have potato evaporating plants:—

Chilliwack Evaporating and Packing Company, Chilliwack, B.C.

Duchesnay Packing Company, Vancouver, B.C.

Canadian Products Company, Ltd., New Westminster, B.C.

There may be other companies evaporating potatoes in Canada who have not reported to the Department of Trade and Commerce. Most of the above potato evaporating plants would no doubt be glad to get potatoes from the farmers in the districts where they are located.

CUBAN MARKET CONDITIONS.

The following reports of prices ruling at the Havana Produce Exchange for the week ended August 24, 1917, have been furnished by Mr. Enrique R. Margarite, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation:

August 20, ss. *Esparta*, 220 drums.

" 23, ss. *Matanzas*, 50 drums.

The market has continued very quiet this week, but the same prices are sustained due to the strong feeling among holders and we can quote codfish at 12 cents per pound, haddock at 12½ and hake at 11½ cents.

CODFISH IN CASES.

Importation:

August 20, ss. *Excelsior*, 400 cases, New Orleans.

" 20, ss. *Esparta*, 892 cases, Boston.

" 23, ss. *Matanzas*, 65 cases, New York.

The active demand which was in evidence for codfish in cases last week has not fallen off and the prices remain unchanged. We quote at \$17.50 to \$20 per case for that from the United States and Canada, according to grades.

HERRINGS.

The market is exhausted of bloaters and we can quote as a nominal price \$1.70 per large box.

GOUDA CHEESE.

The only supplies available are of American cheese and this is being quoted at the same prices of 30 to 45 cents per pound.

POTATOES.

Importation:

7,855 barrels from Key West, Fla.
5,889 " " New York, U.S.A.

These arrivals are too heavy for the present consumption of potatoes and, in spite of the active demand which has been in evidence this week, the prices have declined. We can quote at \$6.50 per barrel.

EXCHANGES.

New York 3d/s. $\frac{1}{8}$ per cent premium.
London, s/d. at \$4.77 $\frac{3}{4}$ per £.

UNITED STATES EXPORT RESTRICTIONS AND LICENSES.

A proclamation of the President of the United States, under date of August 27, 1917, regarding United States export licenses, was accompanied by the following statement:—

"The purpose and effect of this proclamation is not export prohibition but merely export control. It is not the intention to interfere unnecessarily with our foreign trade; but our own domestic needs must be adequately safeguarded, and there is the added duty of meeting the necessities of all the nations at war with the Imperial German Government. After those needs are met, it is our wish and intention to minister to the needs of the neutral nations as far as our resources permit. This task will be discharged without other than the very proper qualification that the liberation of our surplus products shall not be made the occasion of benefit to the enemy, either directly or indirectly.

"The two lists have been prepared in the interest of facility and expediency. The first list, applicable to the enemy and his allies, and to the neutral countries of Europe, brings under control practically all articles of commerce, while the second list, applicable to all the other countries of the world, makes only a few additions to the list of commodities controlled by the proclamation of July 9, 1917. It is obvious that a closer supervision and control of exports is necessary with respect to European neutrals within the sphere of hostilities than is required for those countries farther removed.

"The establishment of these distinctions will simplify the administrative processes and enable us to continue our policy of minimizing the interruption of trade.

"No licenses will be necessary for the exportation of coin, bullion, currency and evidence of indebtedness until required regulations to be promulgated by the Secretary of the Treasury in his discretion.

"WOODROW WILSON."

APPLICATIONS FOR LICENSES.

Beginning with Monday, August 27, applications for export licenses should be made to the Exports Administrative Board, 1435 K street, Washington, D.C., or to the branch office at 11 Broadway, New York, or they may be filed at any of the branch offices of the Bureau of Foreign and Domestic Commerce, Department of Commerce, at Boston, Chicago, St. Louis, New Orleans, San Francisco, and Seattle, where blank application forms may be obtained. Licenses will be issued at the branches of the Bureau of Foreign and Domestic Commerce in all cases possible, but in certain cases it will be necessary for applications to be forwarded to the office of the Exports Administrative Board in Washington.

Licenses will ordinarily be good for sixty days, unless revoked prior thereto, and at the expiration of that time must be renewed to be valid. In sending applications to Washington, they should be addressed to the Director of the Bureau of Export Licenses, 1435 K street, N.W.

In case of necessity, exporters may telegraph their applications to Washington, but in this event they must be careful to see that all the information required by the proper form is contained in the telegram. In order to avoid unnecessary delays, exporters should endeavour to arrange to send in their applications at least two weeks in advance of the proposed date of shipment. All regulations issued by the Exports Administrative Board will be published in the *Official Bulletin* published daily by the Committee on public Information, and in *Commerce Reports*, issued daily by the Department of Commerce, and it is suggested that shippers avail themselves of these publications to keep themselves posted on any changes which may be made from time to time.

Hereafter specific licenses will be required for all raw materials entering into the manufacture of explosives, and shippers are requested to use Form A3 for this purpose, so that the Administrative Board may be assured that the goods, if exported, will be used strictly for war purposes or purposes which will directly contribute to the war.

ARTICLES FOR WHICH EXPORT LICENSES ARE REQUIRED.

In connection with the list of articles given below which are now prohibited from being exported from the United States, it is notified for general information that, with the exception of the iron and steel products mentioned therein, licenses to export to Canada any of the commodities included in the said list will be freely issued without reservation upon application to the Department of Commerce, Division of Export Licenses, 1435 K street, Washington, D.C.

ARTICLES FOR WHICH EXPORT LICENSES ARE REQUIRED.

Aeronautical machines and instruments, their parts and accessories thereof.

All apparatus and its accessories, radio and wireless.

Aluminium.

Anti-aircraft instruments, apparatus and accessories.

Arms and ammunition.

Coal.

Coke.

Copper.

Copper bars.

Copper ingots.

Copper plates.

Copper rods.

Copper sheets.

Copper tubes.

Copper wire and scrap thereof.

Cotton and cotton linters.

Crucibles.

Diamonds, industrial.

Electrical equipment, all.

Emery, emery wheels, carborundum and all artificial abrasives.

Engines and motors operated by steam, gas, electricity or other motive power,
and their accessories.

Explosives, all.

Acetone.

Alcohol.

Benzol and its derivatives.

Cyanides and films, all.

Ether.

Glycerine.

Mercury and its salts.

Nitric acids and its salts.

Nitrate of potash.

Phenol (carbolic acid) and its derivatives.

Potash and its salts.

Resin.

Saltpetre.

Sulphur.

Sulphuric acid and its salts.

Toluol and its derivatives.

Turpentine.

Fertilizers.

Acid phosphates.

Ammonia and ammonia salts.

Anhydrous ammonia.

Bone flour.

Bone meal.

Cattle and sheep manure.

Chlorate of potash.

Cyanamide.

Dried blood.

Ground bone.

Guano.

Hardwood ashes.

Humus.

Land plaster.

Nitrate of soda.

Phosphoric acid.

Phosphate rock.

Potash.

Potassium salts.

Potato manure.

Poudrette.

Soot.

Superphosphate.

Flax, sisal, jute, hemp and all manufactures thereof.

Fodder and feeds.

Malt and peanuts.

Oil cake.

Oil meal cake.

Food grains, flour and meal therefrom.

Barley.

Corn flour.

Oatmeal and rolled oats.

Rice.

Rice flour.

Grease, edible or inedible of animal or vegetable origin.

Lard.

Linseed oil.

Peanut oil and butter.

Rape seed oil.

Stearic acid.

Tallow.

Tallow candles.

Tinned milk.

Hides and skins.

*Iron and steel plates.

Fabricated structural iron and steel, including beams, channels, angles, tees, zees and plates, fabricated and shipped knocked down.

Ferro-manganese.

Iron and steel structural shapes, including beams, channels, angles, tees and zees of all sizes.

Scrap iron and scrap steel.

Ship, boiler, tank and all other iron and steel plates, $\frac{1}{8}$ -inch thick and heavier and wider than 6-inch.

Kerosene and gasoline, including bunkers.

Lead and white lead.

Leather.

Harness and saddles.

Leather belting.

Leather boots and shoes.

Leather clothing.

Sole and upper leather.

Machinery.

Metal and wood-working machinery.

Machine tools.

Meats and fats.

Butter.

Cocoanut desiccated.

Copra.

Corn oil.

Cottonseed oil.

Fish, fresh, dried, and canned

Poultry.

Nickel.

Oils.

Benzine.

Head lantern oils.

Fuel oils.

Lubricating oils.

Naphtha.

Red oil.

Oil well casing.

Oil well drilling implements and machinery and accessories thereof.

Optical glass, optical instruments and reflectors.

Paper.

Newspaper.

Printpaper.

*Pig-iron, ferro-silicon and spiegeleisen.

Pigeons, carrier and other.

Plumbago and platinum.

Soap and soap powders.

Steam boilers, turbines, condensers, pumps and accessories thereof.

*Steel.

Alloy steels.

High speed steel.

Steel billets.

Steel blooms.

Steel ingots.

Steel slabs and sheet bars.

Tool steel.

Steel-hardening materials.

Sugar, glucose, syrup, and molasses.

Sulphur (see note).

Tin.

All articles containing tin.

Tin cans.

Tin plate.

Woods.

Ash.

Birch.

Mahogany.

Oak.

Spruce.

Walnut.

Wood-pulp and cellulose.

Wool.

Wool rags.

Wool and khaki clippings.

Wool products.

Zinc.

NOTE.—At present applications for the export of sulphur should be made on form A-3, in the same way as applications for iron and steel. Copies of this form may be obtained from the Priority Branch of the Department of Trade and Commerce on application.

*Licenses for the export of the iron and steel products marked by an * in the above list will be granted only *in case such articles are destined for actual war purposes or will directly contribute thereto*. Information regarding the procedure necessary to obtain licenses for the export of these iron and steel products was published on pages 499 *et seq.* of Weekly Bulletin No. 710.

SALT FOR CANADIAN FISHERIES FROM TURKS AND CAICOS ISLANDS.

Apropos of the shortage of salt for the use of the Canadian fisheries, it may be important to note that a representative of the Turks and Caicos Islands, British West Indies, proposes to visit Newfoundland and Canada during the present autumn with the object of establishing, if possible, a trade in salt between these countries and the islands mentioned, in which salt is the chief product.

It is said to be possible to guarantee a yearly output of 75,000 tons of good quality. The Commissioner of these islands has lately supplied two cargoes of salt to dealers in Newfoundland.

The address of the Commissioner is: George Whitfield Smith, Grand Trunk, Turks and Caicos Islands, B.W.I.

BOOTS FOR THE SHANGHAI MUNICIPAL COUNCIL, POLICE DEPARTMENT.

The Shanghai Municipal Council, Police Department, has called for tenders for 2,500 pairs of British Army Pattern Ankle Boots similar to those used for Indian troops. Tenders must be received by the Shanghai Municipal Council, Police Department, on or before October 1, 1917. (Refer File 18369).

PRICES OF POTATOES IN ARGENTINA.

In reference to a statement made by the Buenos Aires correspondent of the Valparaiso newspaper *La Revista Comercial* predicting very high prices for potatoes in Argentina, Mr. B. S. Webb, Acting Canadian Trade Commissioner in Buenos Aires writes as follows: "The market for potatoes has certainly been very firm all this year, but I am informed that prices have been down to 60 cents Canadian per 10 kilogrammes and have not been higher than 90 cents Canadian per 10 kilogrammes. Retail, the highest price demanded so far has been 13 cents Canadian per kilogramme. An English commission agent informs me that he has on offer to-day 500 tons for export at \$1 Canadian per 10 kilogrammes alongside steamer. Prices may, of course, rise next month but it is not yet apparent. Freight rates from New York are far too high at present to allow of potatoes being imported profitably from North America."

FEDERATION OF BRITISH INDUSTRIES.

Mr. Forsyth Smith, Canadian Trade Commissioner, Liverpool, writes under date of August 3 as follows:—

"A meeting of local manufacturers was recently held in Liverpool in connection with the organization of a local branch of the Federation of British Industries. Among the immediate objects of the federation will be: Reconstruction of British trade after the war, development of sources of supply of raw materials, the efficient representation of British manufacturers abroad, the extension of financial facilities for industry and foreign trade, the better co-ordination and regulation of freight and transport, etc."

ARGENTINA CROP PROSPECTS.

FROM REPORT OF ACTING TRADE COMMISSIONER.

(*Mr. B. S. Webb.*)

BUENOS AIRES, August 7, 1917.

CROP PROSPECTS.

The special committee appointed for the purpose has completed the distribution of 36,500 tons of seed wheat and 3,500 tons of linseed, to 7,500 applicants, at an approximate cost of \$3,000,000 gold. Further seed loans have been made by the provincial authorities. It is thought that 7,000,000 hectares have been sown and that a 5,000,000-ton harvest may be expected. The value of such a crop at present prices would be well over \$350,000,000, whereas the 5,000,000-ton crop of the record year, 1913, was not worth more than \$186,000,000. Present prospects are certainly good, the more so because the greater part of the seed was planted early, thus lessening the chances of destruction by locusts.

CUBAN NOTES OF GENERAL INTEREST.

Mr. J. C. Manzer, Acting Canadian Trade Commissioner, Havana, Cuba, has sent under date of August 23 the following notes on happenings in Cuba:—

The steamer *Allen*, loaded with sugar, which was aground on the north coast of Cuba, has arrived at the port of Havana, having been pulled off the rocks by the tugs *Hercules* and *Berwind*. Three of her holds, containing 15,000 sacks of sugar, are flooded.

The new steamer, the *Orient*, being built by the Cramps of Philadelphia for the Ward Line, was launched this week and will be put on the New York and Havana route. The *Orient*, which is named for one of the provinces of Cuba, represents the most modern type in her construction and equipment. The *Orient* is 443 feet long, 60 feet wide, with a displacement of 12,000 tons, has accommodation for 431 passengers and will be capable of maintaining a speed of seventeen and a half knots an hour. It is expected that the time now required for making the voyage between New York and Havana will be greatly reduced by the new steamer.

It is reported that the floating dock in the harbour of Havana formerly owned by Krajewski and Pessant has been bought by the Havana Central Railway Company at a price of \$4,000,000. It is said this company will construct another larger dock, capable of accommodating ships up to 15,000 tons capacity.

The United Railways of Havana have commenced the construction of new docks on the site of the old San José wharf in Havana. They will be built of concrete and when completed will be equal to any docks in the city and will enable the company to run their cars to the ships' side.

A canning factory is being erected at Artemisa, a short distance from Havana, for canning many kinds of fruits and vegetables and, it is claimed, will have a capacity large enough to nearly supply the Cuban demand for these goods. In order to assist this industry the Government of Cuba is obtaining from Spain the seeds of many kinds of fruit not now grown in Cuba, and will plant them at their different

experimental farms on the island to determine whether some of these fruits may not be produced to advantage in Cuba.

The German ships seized by the Cuban Government have been handed over to the Government of the United States, without any recompense whatever being asked.

The strike of the ship labourers at Matanzas which had been prolonged for three weeks was settled yesterday.

Dr. Fernando Mendez Capote, one of Cuba's most noted doctors, has been appointed secretary of the Sanitary Department of Cuba. He will give special attention to the best methods of combating consumption and infantile paralysis.

Because of the difficulty in securing steamers during the past year, the Cuban sugar-mills had trouble in securing sufficient sugar bags from India to supply their needs. To overcome this difficulty, a company is now being formed to operate a line of steamers between Cuba and Calcutta.

The total output of sugar up to August 18 for the season of 1916 and 1917 was 2,897,166 tons, with thirteen mills still in operation.

GOVERNMENT NOTICES AFFECTING TRADE.

Canada.

PROHIBITED EXPORTS.

Cast Scrap-iron.

His Excellency the Governor General in Council, under and by virtue of the provisions of sections 242 and 291 of the Customs Act, is pleased to order and it is hereby ordered as follows:—

The exportation of *cast scrap-iron* is hereby prohibited to all destinations abroad except the United Kingdom, British possessions and protectorates.

Great Britain.

PROHIBITION OF IMPORTS OF MACHINERY.

A copy of a despatch has been received from the Colonial Secretary under date of August 25, 1917, stating that a proclamation has been issued dated August 22, by which the following articles are added to the list of imports prohibited into the United Kingdom except under license:—

All machinery driven by power and suitable for use in cutting, working or operating on wood, including sawing machines of all descriptions; joiners', mortise, tenon and boring machines; box and cask-making machines and all machines accessory thereto; scraping and sand-papering machines; wheelwright machinery; fire-wood-making and bundling machinery; wood-wool (excelsior), fibre and pulp machinery; saw sharpening and setting machines; saw stretchers and brazing apparatus; all machines for grinding, planing or moulding irons; electrical motors up to one-half horse-power.

PROHIBITED IMPORTS.

A cable has been received from the Colonial Secretary under date of August 31, stating that a proclamation has been issued under date August 29, prohibiting from that date the importation into the United Kingdom except under license of:—

Bacon, butter, hams and lard, other than natural lard.

TARIFF CHANGES AND INTERPRETATIONS.

New Zealand.

The following customs decisions issued on July 18, 1917, by the New Zealand Customs Department, Wellington, have been forwarded by the Canadian Trade Commissioner, Mr. W. A. Beddoe:—

NOTE.—“Not otherwise enumerated” appears as n.o.e.; “other kinds” as o.k.; “articles and materials suited only for, and to be used solely in, the fabrication of goods in the Dominion” as a. & m.s. Articles marked thus † are revised decisions.

Record.	Goods.	Classification under Tariff and Item No.	Rate of Duty.	
			General Tariff.	Preferential Surtax on Foreign Goods.
†6/1/199	Advertising matter, etc., viz.:— Cards, showing colours in which venetian blinds are made by a New Zealand manufacturer.	As trade catalogues (142)....	3d. the lb...	3d. the lb.
†8/1	A. & m.s., viz.:— Horse-cover linings of approved patterns, 44 inches and upwards in width, the invoice value of which does not exceed 2s. 6d. per yard.	As a. & m.s. (482).	Free	
5/93	Stamens for the manufacture of artificial flowers.			
3/250/2	Engineers', etc., machine and hand tools, viz.:— Core trays peculiar to use with a core-making machine.	As engineers', etc., machine tools (379)	Free.....	
20/103	Ferro-titanium (used in smelting)..	As n.o.e. (483)	Free.....	
2/13/7	Machines, rock-breaking, viz.:— Jeffrey swing-hammer pulveriser....	As rock-breaking machines (397)	Free.	10 per cent.
†2/7/7	Rock drills, fittings for, viz.:— Short hose connections, with valves and unions attached,— If imported with and forming part of drill.	As rock-drills (parts of) (415).	Free....	
	If imported separately— Hose connections..... Valves and unions.	As rock drills (parts of) (415). As manufactured articles of metal n.o.e. (183.)	Free..... 20 per cent..	10 per cent.
20/59/3	Sacks, jute, unprinted, fitted with rope handles (“coke sacks”)	As jute sacks (442).....	Free.....	
12/20/2	Surgical appliances, etc., liable to duty, viz.:— “Nicholas Suitcase Table” (used in chiropractic.)	As furniture n.o.e. (111)....	25 per cent..	12½ per cent.

The following decisions are cancelled:—

Calico, with designs of cats, dogs, etc., printed thereon, to be cut out and made into toys, as drapery n.o.e.

Pulverized mill (hammer-bar type), suitable for grinding manures, bark, chalk, shells, etc., as machinery n.o.e.

Panama.

(British Board of Trade Journal.)

PAYMENT OF FEES FOR CONSULAR INVOICES, ETC., AND PRESENTATION OF SHIPPING DOCUMENTS.

Article 25 of Law No. 33, published in the *Gaceta Oficial* of Panama, provides that consular fees for the "legalization" of consular invoices, manifests, and other shipping documents relating to goods shipped to Panama, must be paid at the port of destination, either by the importer, or by the owner or master of the vessel carrying the goods.

A decree (No. 36) provides that consular invoices and all other shipping documents for goods shipped to Panama must be presented to the Panamanian consulates not later than 4 p.m. on the day previous to the day on which the vessel carrying the goods is to sail. Should the documents be presented later *double fees* become payable, and Panamanian consuls, in certifying the documents, are to notify the fact thereon in order that the double fee may be exacted at the port of destination of the goods.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending August 31, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.		292,584	9,431		302,015
Consolidated Elevator Co.	72,277	144,823	1,945	36,518	255,563
Empire Elevator Co.	4,183	213,683	7,505	57,932	283,303
Ogilvie Flour Mills Co.	201,963	113,137	7,380		322,480
Western Terminal Elevator Co.	13,098	162,719		53,198	229,015
G.T. Pacific	56,188	326,899	13,558	42,911	439,556
Grain Growers' Grain Co.		377,840	9,227		387,067
Fort William Elevator Co.		66,279	55	10,356	76,690
Eastern Terminal Elevator Co.	16,897	141,530	1,670		160,097
Port Arthur—					
Port Arthur Elevator Co.	265,556	736,437	36,206	44,312	1,082,511
D. Horn & Co.	75,995	93,750	10,243	23,420	203,408
Dominion Government Elevator.	202,128	615,213	18,446	77,583	913,370
Thunder Bay Elevator Co.	44,536	126,075	11,103	18,266	199,980
Total Terminal Elevators.....	952,821	3,410,969	126,769	364,496	4,855,055
Saskatoon Dom. Govt. Elevator.....	6,352	32,697			39,049
Moosejaw Dom. Govt. Elevator.....	166,999	39,247	1,962	283	208,491
Calgary Dom. Govt. Elevator.....	12,693		109	516	13,318
Vancouver Dom. Govt. Elevator.....	1,995				1,995
Total Interior Terminal Elevators..	188,039	71,944	2,071	799	262,853
Depot Harbour.....					
Midland—					
Aberdeen Elevator Co.	49,713				49,713
Midland Elevator Co.	83,337	265,609			348,946
Tiffin, G.T.P.	1,000	7,011			8,011
Port McNicol.....	477,578	423,418			900,996
Collingwood.....		155		†82	237
Goderich.....	263,163	212,006		18,747	493,916
Western Canada Flour Mills Co. Ltd. .	208,874	68,724			277,598
Kingston—					
Montreal Transportation Co.	807				807
Commercial Elevator Co.	5,300	23,652			28,952
Port Colborne.....	271,237	108,108			379,345
Prescott.....					
Montreal—					
Harbour Commissioners No. 1.....	153,949	409,631	47,631		611,211
" " No. 2.....	382,337	992,508	8,048		1,382,893
Montreal Warehousing Co.	85,073	279,851	48,459		413,383
Quebec Harbour Commissioners.....	1,855	20,639		†3,062	25,556
West St. John, N.B.	170,845		1,656		172,501
Halifax, N.S.	238,357				238,357
Total Public Elevators.....	2,393,425	2,811,312	105,794	† 3,144	5,332,422
Total quantity in store.....	3,534,285	6,294,225	234,634	† 3,144	10,450,330
				384,042	

† Corn.

NOTE.—In Harbour Commissioners Elevator No. 2, there are 10,568 bushels of United States corn, and 1,680 bushels United States rye.

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended August 31, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.
Wheat—				
No. 1 Hard				
No. 1 Northern		11,287	170,232	181,519
No. 2 "	67,777	37,488	248,309	353,574
No. 3 "	165,241	51,099	547,505	763,845
No. 4 Wheat	198,830	14,763	667,198	880,791
No. 5 "		2,844	204,930	207,774
No. 6 "		2,397	109,016	111,413
Other	520,973	68,161	446,235	1,035,369
Totals	952,821	188,039	2,393,425	3,534,285
Oats—				
No. 1 C. W.	13,172		73	13,245
No. 2 "	1,383,414	5,840	719,196	2,108,450
No. 3 "	354,545	14,076	499,358	867,979
Ex. No. 1 Feed	727,307	12,660	551,075	1,291,042
No. 1 Feed		8,214	211,990	220,204
No. 2 "		4,264	45,864	50,128
Other	932,531	26,890	783,756	1,743,177
Totals	3,410,969	71,944	2,811,312	6,294,225
Barley—				
No. 3 extra C. W.				—
No. 3 C. W.	7,685	107	99,101	106,893
No. 4 "	69,969	951	808	71,728
Feed	16,503		1,662	18,165
Rejected	9,698		2,567	12,265
Other	22,914	1,013	1,656	25,583
Totals	126,769	2,071	105,794	234,634
Flax—				
No. 1 Northwestern Canada	201,065	625		201,690
No. 2 C. W.	71,010	162		71,172
No. 3 "	49,332	12	18,747	68,091
Rejected				—
Other	43,089			43,089
Totals	364,496	799	18,747	384,042
Corn			3,144	3,144
Total quantity in store	4,855,055	262,853	5,332,422	10,450,330

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators, and Public Elevators in the East on August 31, 1917, with comparisons for three years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>August 31, 1917.</i>			
Terminal Elevators.....	952,821	3,902,234	4,855,055
Interior Terminals.....	188,039	74,814	262,853
Public Elevators in the East.....	2,393,425	2,938,997	5,332,422
Total.....	3,534,285	6,916,045	10,450,330
<i>September 1, 1916.</i>			
Terminal Elevators.....	6,351,674	5,761,266	12,112,940
Interior Terminals.....	365,735	96,003	461,738
Public Elevators in the East.....	8,318,019	7,479,202	15,797,221
Total.....	15,035,428	13,336,471	28,371,899
<i>September 3, 1915.</i>			
Terminal Elevators.....	367,081	1,200,846	1,567,927
Interior Terminals.....	26,826	1,089	27,915
Public Elevators in the East.....	669,888	583,569	1,253,457
Total.....	1,063,795	1,785,504	2,849,299
<i>September 3, 1914.</i>			
Terminal Elevators.....	1,403,596	2,504,870	3,908,466
Public Elevators in the East.....	1,797,545	818,452	2,615,997
Total.....	3,201,141	3,323,322	6,524,463

TRADE INQUIRIES.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

Please Quote the Reference Number when requesting Addresses.

1249. **Enamelware.**—A firm of wholesale merchants with headquarters in Kuala Lumpur, Federated Malay States, and having connections throughout the Malay peninsula, would like to make arrangements to represent Canadian manufacturers of enamelware.

1250. **Salmon.**—A firm of wholesale merchants with headquarters in Kuala Lumpur, Federated Malay States, with connections throughout the Malay peninsula, would like to represent Canadian salmon packers.

1251. **Saw-milling appliances.**—The Director of the Government Department in Siberia, having charge of the cutting down of timber from the State forests, is desirous of receiving quotations and other particulars from Canadian manufacturers of logging equipment and saw-milling machinery, particularly with regard to portable hoisting cranes, saw-milling machines adapted for cutting railway sleepers, and machines for making the parts of portable houses for colonists of the Canadian type. For further particulars see pages 441-445.

1252. **Portland cement.**—A firm in Eastern Siberia is desirous of receiving quotations from Canadian producers of Portland cement.

1253. **Machines and appliances.**—An important official organization in Omsk, Siberia, is desirous of receiving catalogues and other particulars from Canadian manufacturers of tools, lathes, metal-working machines and appliances.

1254. **Copper stamps.**—A contractor to the British Government wishes to get into touch with Canadian manufacturers of copper stamps, for the marking of equipment for the army and navy. Samples have been received at the Commercial Intelligence Branch, Department of Trade and Commerce, and can be seen on application.

1255. **Red fibre tubing.**—A London manufacturing company ask to be placed in correspondence with Canadian manufacturers of red fibre tubing, according to specifications on file at the Commercial Intelligence Branch, Department of Trade and Commerce. The firm in question is prepared to take considerable quantities. The tubing is required to be $\frac{5}{8}$ -inch, $\frac{3}{4}$ -inch, and 1-inch bore (interior), the thickness to be $\frac{1}{8}$ -inch full, and it is immaterial in what lengths as it would cut up at the factory according to requirements. The colour red is preferable, but the tubing is also manufactured in black, and this colour would also do. Quotations are required per pound c.i.f. London.

1256. **Canned meats, fish, fruit, vegetables and casein.**—A London firm dealing in all kinds of canned meats, fish, fruit and vegetables would like to hear from Canadian packers wishing to open up trade with the United Kingdom. They are also buyers of casein.

1257. **Agency.**—A Canadian business man representing important Canadian interests in southeast Russia, desires to hear from Canadian manufacturers of general hardware, tools, electrical specialties, paints, lanterns, pumps, builders' specialties, etc., who wish to find a market for their goods in that part of Russia. Illustrated catalogues (unbound) with prices and terms to be sent to the inquirer, whose name and address can be obtained on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1258. **Hardware.**—An East London (South Africa) firm desires price lists, catalogues, etc., on any line of hardware, household or building materials.

1259. **Tools.**—An East London (South Africa) firm requests catalogues and price lists on farm tools, shovels, axes and other hand tools.

1260. **Household utensils.**—An East London (South Africa) firm desires catalogues and price lists on household utensils of all kinds, more particularly in the cheaper lines.

1261. **Furniture.**—An East London (South Africa) firm wish to receive catalogues and price lists with complete details *re* method of packing on Canadian-made furniture shipped in the k.d.s.

1262. **Iron and steel.**—A firm in East London (South Africa) making a specialty of iron and steel for blacksmith and cart and carriage work request quotations and other particulars.

1263. **Woodenware.**—An East London (South Africa) firm requests samples when possible and catalogues and price lists on woodenware of all kinds, including stepladders and handles.

1264. **Paper.**—An East London (South Africa) firm specializing in paper suitable for country trade, ask for samples and prices on wrapping paper, paper bags, grease-proof paper, writing pads and other paper material.

1265. **Iron sheets.**—A Bloemfontein firm ask for prices and particulars of supply of corrugated and plain iron sheets.

1266. **Spades and shovels.**—A Bloemfontein firm ask for catalogues and price lists of spades and shovels.
1267. **Iron and steel carriage material.**—An East London (South Africa) firm manufacturing carriages, carts and wagons request particulars from Canadian manufacturers of iron and steel supplies for their trade, including spring steel, axles, springs, scrolls, etc.
1268. **Lumber.**—An East London (South Africa) firm request correspondence from Canadian shippers of deals, flooring and ceiling boards.
1269. **Paper.**—A South African firm of printers and publishers request samples and prices of paper such as cross laid, vegetable parchments, cheap super calendered, printing paper and other printing papers.
1270. **Piping.**—A South African firm specializing in agricultural supplies ask for particulars of supply from Canada in galvanized and black piping from $\frac{1}{2}$ -inch to 6-inch, English standard thread, also fittings for same.
1271. **Wire.**—A South African firm specializing in agricultural supplies ask for particulars of supply and samples when possible, with prices of barbed and plain wire.
1272. **Agencies.**—A South African firm of commission agents with branch offices in each large centre are prepared to take up the representation of any Canadian article of export for South Africa. Immediate correspondence requested.
1273. **Hardware.**—A Kimberley firm of wholesale general merchants request catalogues and price lists of all lines of hardware and tools, such as handsaws, axes, hammers, also enamelware and other household utensils.
1274. **Furniture.**—A Kimberley firm of wholesale importers request catalogues and price lists of chairs, tables and other furniture, shipped in the k.d.s.
1275. **Box shooks.**—A Johannesburg firm of importers request prices for box shooks; sizes, standard Canadian apple box.
1276. **Dolls.**—A South African firm specializing in toys and dolls request catalogues and price lists and samples when possible of Canadian-made dolls. Immediate and complete information required.
1277. **Galvanized iron sheets.**—A Durban firm of importers are in the market for galvanized iron sheets, corrugated or flat. Further particulars on application to Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.
1278. **Poultry.**—A Cape Town poultry breeder requests immediate correspondence from Canadian poultry breeders who are prepared for export.
1279. **Foodstuffs.**—A Cape Town firm of importers and general merchants are prepared to handle any line of Canadian foodstuffs and proprietary grocery lines. Correspondence invited and samples when possible. If samples cannot be furnished send labels.
1280. **Paper.**—A Cape Town firm of importers request samples and price lists of wrapping paper and paper bags.
1281. **Woodenware.**—A Cape Town firm of general merchants request catalogues and price lists of all kinds of woodenware, including folding chairs.
1282. **Hardware.**—A Cape Town firm making a specialty of household hardware requests catalogues and price lists and samples when possible on household hardware of all kinds, including enamelware and lanterns.

1283. **Toilet soap and perfumery.**—A Cape Town firm of importers request price lists and when possible samples of toilet soaps and perfumery. Packages suitable for country store trade.

1284. **Machine specialties.**—A Durban firm of machinery specialists request correspondence from Canadian engineering firms with specialties in agricultural, engineering, mortar or other lines.

1285. **Canadian export to South America.**—One of the largest trading organizations in the world, with branches in many countries and having unusual facilities of long standing for reaching the South American market, has recently established a branch in Montreal and is desirous of communicating with Canadian manufacturers interested in reaching South American countries.



PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

(*Circulated within Canada only.*)

Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

*Canada Year-Book. (*Price, \$1.00.*)

*Census Returns. (*Price of volumes vary.*)

*Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Contracom.*

Italy.

W. McL. Clarke, care of H. B. M. Consul, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Contracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Contracom.*

J. Forsyth Smith, Century Bldgs, 31 North John St., Liverpool. *Cable Address, Contracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominions. London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

Commercial Intelligence Journal

VOL. XVII.



No. 712.

WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, SEPTEMBER 17, 1917.



Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, September 17, 1917.

No. 712

INDEX TO WEEKLY BULLETIN.

The Index to the Weekly Bulletin for the six months ended June 30, 1917, is being sent out with this issue. It is suggested that those interested in Canadian export should preserve the consecutive numbers of the Weekly, together with the Index and Supplements in bound volumes, or some other form convenient for future reference. Back numbers (with the exception of those which may be out of print) as well as additional copies of the Index may be had free of charge on application to the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa.

AUSTRALIA:

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, July 24, 1917.

REVIEW OF AUSTRALIAN TRADE—PART III.

FURNITURE, MUSICAL INSTRUMENTS, TIMBER, WOODENWARE, MACHINERY, MANUFACTURES OF METAL HARDWARE, ENGINES AND LOCOMOTIVES.

IMPORTATIONS OF FURNITURE.

Excluding articles of wicker and bamboo, the total imports of furniture into Australia in recent years, together with the principal countries of origin, are given in the appended table:—

	1913.	1914-15.	1915-16.
Value of furniture imports..	£265,806	£143,502	£85,932
United Kingdom..	£ 79,055	£40,912	£20,546
Canada..	23,153	7,861	984
United States..	106,275	75,352	52,928
Austria..	28,254	5,920	816
Germany..	9,845	2,397	—
Japan..	10,040	5,645	6,617
France..	2,015	657	732
Russia..	2,130	1,712	1,132

The decline in the importation of furniture, coincident with other lines of bulky goods, is attributable to the excessive ocean freights and other handling charges.

In normal years, the furniture imported included lines of household character, refrigerators, sanitary seats, chairs, office equipment, desks, tables, filing cabinets, blind rollers, etc. Owing to the freight situation, many of these lines are now being manufactured locally.

The importation in 1914 of a minimum customs duty of 4 shillings (97 cents) on each wood chair or a net duty of 49½ per cent (whichever rate returns the higher duty) has made the importation on low-priced Canadian chairs practically prohibitive.

The manufacture of furniture from native and imported timber is an important Australian industry. In 1914 there were 502 factories, employing 6,956 operatives, which produced furniture to the value of £1,835,732.

ORGANS AND HARMONIUMS.

Only two pipe organs were imported into Australia in 1915-16, both from the United States, the value being £868. There are several pipe organ builders in the Commonwealth with an established reputation.

The imports of ordinary household organs, and small organs for churches showed a decrease of £5,742 in value compared with the previous year. The competition from the United States has made the trade rather unattractive to Canadian manufacturers. Heavy importing charges on these comparatively low-priced bulky instruments have had a bearing on the limited trade. The imports in the last two fiscal years are shown thus:—

Organs and Harmoniums.

Country of Origin—	Number.	Value.	Number.	Value.
	1914-15.	1914-15.	1915-16.	1915-16.
United Kingdom.. . . .	44	£ 489	6	£ 83
Canada.. . . .	132	1,401	24	339
United States.. . . .	758	7,958	435	5,007
France.. . . .	1	7	.....	—
Germany.. . . .	18	181	.....	—
Japan.. . . .	23	118	78	313
	976	£10,154	543	£5,742

IMPORTATION OF PIANOS.

In *Weekly Bulletin* No. 588 there appeared an illustration and specification of one of the most popular German pianos sold in Australia in previous years. The predominating position held by German manufacturers is illustrated in the Australian imports in recent years. The imports from Germany in 1915-16 were, doubtless, transshipments from steamers interned in neutral ports.

Imports of Upright German Pianos.

In 1912, Australia imported	17,937	German pianos valued at.. . . .	£432,377
1913. " "	12,277	" " " " " " " "	300,008
1914-15 " "	3,286	" " " " " " " "	83,887
1915-16 " "	319	" " " " " " " "	8,455

Manufacturers in the United Kingdom and the United States have mainly benefited by the altered sources of supply.

By not conforming with the Australian requirements in packing, some Canadian—and other—pianos were recently delivered in a damaged condition through rust and dampness injuring the mechanism.

The disposition of Australian musical warehouses is to obtain, at least, a portion of their supplies from the Dominion and manufacturers should be encouraged by that sentiment and the scope offered to them by the altered conditions.

Grand and Semi-Grand Pianos.

	6,972	£196,278	8,375	£244,762
Country of Origin—	Number.	Value.	Number.	Value.
	1914-15.	1914-15.	1915-16.	1915-16.
United Kingdom.. . . .	24	£2,103	81	£ 6,578
Germany	52	4,462	16	1,359
United States.. . . .	11	1,182	25	2,488
France.. . . .			3	199
Denmark.. . . .			3	184
Switzerland.. . . .			2	108
	87	£7,747	130	£10,916

Imports of Upright Pianos.

	Number.	Value.	Number.	Value.
	1914-15.	1914-15.	1915-16.	1915-16.
Country of Origin—				
United Kingdom.. . . .	2,144	£ 63,035	3,438	£105,040
Canada.. . . .	35	1,138	22	741
Other British.. . . .	1	50	.....	—
Belgium	1	16	.....	—
Germany.. . . .	3,286	83,887	319	8,455
United States	1,500	47,979	4,487	127,859
France.. . . .			7	314
Other foreign.. . . .	5	173	4	101
Denmark.. . . .			4	118
Japan.. . . .			32	648
Netherlands.. . . .			62	1,486
	6,972	£196,278	8,375	£244,762

PIANO-PLAYERS IN DEMAND.

The growing trade in piano-players and player-pianos should merit the consideration of enterprising Canadian manufacturers disposed to make persistent effort to exploit their instruments in the leading Australian importing centres. Several new lines of player-pianos have been placed on the Australian market in recent years. These instruments are dutiable at the same rates as pianos, hence the number imported and their values is not shown under a separate classification.

PIANO PARTS AND ACCESSORIES.

There are two piano manufacturing companies of considerable magnitude in Australia—one in Melbourne and the other in Sydney—and these industries have to some extent utilized Canadian parts. Several inquiries have been made during the last year or so in respect to these goods and in 1915-16 the total imports were valued at £30,440 of which the United Kingdom contributed £9,512; Canada, £2,642; France, £5,224, and the United States, £11,305.

AUSTRALIAN IMPORTS OF TIMBER.

Through the incidence of the war, 'scarcity of tonnage, abnormal marine freight, and the consequent decline in constructional work in Australia, the total importations of timber (lumber) decreased from £2,922,578 in 1913 to £2,153,469 in 1914-15, and, further, to £1,721,819 in 1915-16. The recent marked advance in prices on the Pacific coast is causing apprehension to Australian importers of Douglas fir. The attention of dealers has been recently diverted to New Zealand woods not hitherto extensively placed on the Australian market.

Present indications are not hopeful for an early improvement for British Columbia exporters. The trend of the importations from North America is shown thus:—

	1913.	1914-15.	1915-16.
From Canada.. . . .	£ 67,981	£ 17,653	£ 4,363
" United States.. . . .	1,511,615	1,021,175	858,716

The Australian importations of timber in the last two years, for which particulars are available, are shown thus:—

Country of Origin—	Value.	Value.
	1914-15.	1915-16.
United Kingdom.. . . .	£ 10,354	£ 6,142
Canada.. . . .	17,653	4,363
India.. . . .	26,550	17,924
New Zealand.. . . .	469,422	483,055
Papua.. . . .	503	—
Straits Settlements.. . . .	1,182	1,216
China.. . . .	336	65
France.. . . .	81	181
Austria-Hungary.. . . .	19	—
Germany.. . . .	8,070	—
Hong Kong.. . . .	17	—
Japan.. . . .	67,013	88,872
Netherlands.. . . .	3,106	7,863
Norway.. . . .	360,228	158,552
Russia (Siberia).. . . .	47,945	5,850
Sweden.. . . .	117,911	80,919
United States.. . . .	1,021,175	858,716
Denmark.. . . .	140	270
East Indies.. . . .	981	2,417
Pacific Islands.. . . .	.....	3,660
Other British.. . . .	53	207
Other foreign.. . . .	730	493
Philippine Islands.. . . .	.....	816
Chile.. . . .	.....	105
West Indies.. . . .	.....	120
Ceylon.. . . .	.....	13
Total.. . . .	£2,153,469	£1,721,819

IMPORTS OF ARTICLES OF WOOD.

This classification includes *wood-split pulleys, window screens and frames, wash-boards, washing machines, staves, etc., wholly or partly finished*. The imports from Canada were, approximately, valued at £2,400 which included some sample shipments of British Columbia veneers. The importations under this miscellaneous schedule in the last two years are shown as follows:—

Total Imports of Articles of Wood.

	1914-15.	1915-16.
Articles of wood, n.e.i.. . . .	£111,011	£103,216
Barrels, casks and vats, n.e.i.. . . .	8,781	1,682
Brushmakers' woodware.. . . .	3,851	4,437
Buckets and tubs.. . . .	219	111
Washing machines, wringers and mangles.. . . .	20,187	16,424
Doors (including screen).. . . .	591	910
Tool handles (axe, etc.).. . . .	41,892	47,157
Elm hubs.. . . .	5,346	3,304
Hubs, other prepared.. . . .	.....	31
Last blocks, rough.. . . .	3,394	2,224
Lasts and trees.. . . .	1,617	1,050
Oars and sculls.. . . .	3,598	2,811
Pictures, etc., mouldings.. . . .	13,559	14,262
Hickory felloes, rough.. . . .	9,031	4,237
Rims, n.e.i.. . . .	11	—
Hickory spokes, dressed.. . . .	12,011	7,002
“ rough turned.. . . .	175	—
Shafts, poles and bars.. . . .	3,527	2,049
Shooks.. . . .	4,371	1,346
Timber, bent and cut to shape.. . . .	2,622	3,077
“ box, cut to size (undressed).. . . .	23,051	8,155
“ “ (dressed or partly dressed)	18,863	20,759
Hickory, undressed.. . . .	4,196	3,379
Architraves, etc.. . . .	31	22
Timber, other free.. . . .	156	90
Veneers, 3-ply.. . . .	40,470	18,657
“ n.e.i.. . . .	3,155	1,953
Churns, etc.. . . .	22,038	19,211

IMPORTS OF MACHINERY, METAL MANUFACTURES, HARDWARE, ETC., FROM CANADA.

The following miscellaneous schedule, covering lines of metal and other manufactures imported into Australia in 1914-15 and 1915-16, is submitted for the information of Canadian manufacturers.

Under normal trading conditions, heavy hardware is subject to sharp fluctuations in the country of production and, since the present war began, there has been almost a continued advance from month to month in prices or landed costs in Australia.

More recently prices have soared to such an extent that, combined with uncertain deliveries and high freights, little or no speculation has taken place in iron and steel products.

The values represented in the appended schedule would have been largely increased had Canadian iron and steel industries been in a position to accept the orders offering and, in some instances, if freight space could have been secured for transportation oversea.

	1914-15. Value.	1915-16. Value.	+Increase. —Decrease.
Elevators (pneumatic)	£ 374	£ 493	+ £ 119
Printing machines (linotypes)	768	798	+ 30
Sewing machines . . . . .	.....	444	+ 444
Typewriters	124	281	+ 157
Machines and machinery, n.e.i.	1,356	3,030	+ 1,674
“ “ free	157	.....	— 157
Weighing machines, etc., n.e.i. . . . .	.....	545	+ 545
Machine tools free and 10 per cent.	107	1,671	+ 1,564
Tools of trade	2,480	3,028	+ 548
Motive power machinery, n.e.i.	3,679	3,649	— 30
Coal cutting machines	328	.....	— 328
Electrotypes and stereotypes	57	.....	— 57
Electrical machinery, fans, etc.	756	802	+ 46
“ articles and materials	168	708	+ 540
Electric and gas appliances	56	1,259	+ 1,203
Metal manufactures, n.e.i.	7,115	4,362	— 2,753
Bolts and nuts	1,920	2,304	+ 384
Wire nails, brads, etc.	1,253	1,186	— 67
Axles and springs	659	577	— 82
Brass and metal work	695	1,683	+ 988
Lamps and lampware	5,035	9,216	+ 4,181
Stones, lithographic, oil, emery, etc.	643	621	— 22
Iron and steel, bar and rod	1,597	12,671	+ 11,074
“ “ tubes and pipes	14,256	142	— 14,114
“ “ girders, etc.	190	8,931	+ 8,741
Malleable iron castings	4,480	3,956	— 524
Pipes and tubes, wrought, n.e.i.	185	1,244	+ 1,059
Wire, iron and steel	31,359	44,586	+ 13,227
“ n.e.i., also woven	1,239	1,053	— 186
“ barbed	57	90	+ 33
Rails and fishplates, etc.	230,853	26,903	— 203,950

IMPORTATIONS OF ENGINES AND LOCOMOTIVES.

The engine trade in Australia is divided under three general headings: steam, oil and gasoline engines. The imports of engines in the two years from all countries according to classification are shown thus:—

	Value. 1914-15.	Value. 1915-16.	Decrease.
Imports from all Countries—			
Gas and oil	£184,386	£155,288	£ 29,098
Portable and traction	60,396	57,100	3,296
Locomotives and parts	332,935	109,855	223,080
Total	£577,717	£322,243	£255,474

The United Kingdom in 1915-16 supplied gas and oil engines valued at £84,426, portable and traction, £28,768, and locomotives at £103,646, aggregating £216,840 of

the total trade. In the same year imports from the United States were gas and oil engines, £56,536, portable and traction, £28,281, and locomotives, £4,963, aggregating £89,780. Of the entire trade Canada is credited with £2,956, composed of gas and oil and portable and traction engines.

NOTE.—Part IV of this report will be published in the next issue of the *Weekly Bulletin*.

SOUTH AFRICA.

REPORT OF TRADE COMMISSIONER.

(*Mr. W. J. Egan.*)

CAPE TOWN, S.A., June 18, 1917.

LEATHER AND MANUFACTURES OF—IMPORTS.

A considerable correspondence from and with Canadian leather manufacturers has resulted in the arranging of representation, but unfortunately quotations are not staple and very little business has resulted.

In leather and the manufactures of, there is a large import. Leather tanning, boot and shoe manufacturing of the coarser grades, saddle and harness making, are some of the industries which have made big progress. Arrangements have been made for the manufacture of finer grades in boots and shoes, more particularly in women's wear.

Leather in the Piece—Imports (not Enamelled, Patent or Pigskin).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	Germany.	France.
1913.	\$ 993,000	\$500	\$ 15,700	\$471,000	\$436,000	\$4,200	\$1,400
1915.	1,090,000	250	169,000	269,000	649,000	750	525
1916.	533,000	75	157,300	131,500	245,300	.....	400

Leather, Enamelled, Morocco and Patent, in the Piece—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	France.
1914.	\$20,500	.....	\$12,000	\$ 7,800	\$525	—
1915.	8,800	\$140	4,800	3,700	100	—
1916.	34,950	.....	19,600	13,850	875	\$615

Carriage leather samples from one Canadian firm have made a good impression and some nice business has been booked for this year.

The imports of leather in the piece, in quantity, was 2,652,326 pounds in 1913 and 1,117,559 pounds last year.

Boots and Shoes, Men's—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Switzer- land.
1913.	\$3,260,000	\$ 15	\$125,000	\$3,100,000	\$12,000	—
1915.	2,435,000	260	203,000	2,226,000	130	—
1916.	3,604,500	.....	664,000	2,926,000	30	\$8,200

Boots and Shoes, Women's—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Austria- Hungary.	Switzer- land.
1913.	\$1,800,000	.....	\$ 74,800	\$1,610,000	\$44,450	\$ 64,800
1915.	1,456,000	\$170	126,000	1,242,000	220	85,000
1916.	2,536,500	230	224,800	2,155,750	65	128,600

Boots and Shoes, Children's—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Switzer- land.	Germany.
1913.	\$ 920,000	\$ 15	\$ 8,000	\$ 885,000	\$ 6,350	\$3,100
1915.	705,000	90	13,200	681,500	9,750	5
1916.	1,131,800	105	36,200	1,087,200	10,000	—

In the above three tables, for the year 1913, is included other footwear, such as plimsols and rubber-soled, which are now a separate entry and will be shown farther on in this review.

The situation in every detail, covering the kind and class of boots and shoes required, has been submitted to a number of Canadian manufacturers, and the subject has been covered in reports which have been published in *Weekly Bulletin*.

It is true that in normal times fully 95 per cent of the trade is in the hands of the United Kingdom manufacturers, but that is no reason why a good share of the trade should not come from Canada.

In men's wear the total imports for 1916 were 1,853,666 pairs, of which the United Kingdom shipped 1,535,572 pairs. The United States manufacturers shipped 303,602 pairs, as against 44,746 pairs in 1913. If there is any possibility of supply from Canada, this would be an opportune time to introduce Canadian medium-priced goods as there is much more restriction in shipments from the United Kingdom this year than there was in 1916.

In women's wear the total imports were 1,795,442 pairs, of which the United Kingdom shipped 1,604,805 pairs, and the United States 105,947 pairs, an increase over their 1913 figures of 70,905 pairs, Switzerland shipped 83,278 pairs in 1916, an increase of 33,369 pairs over their 1913 shipments.

In children's boots and shoes, the total imports for 1916 were 1,241,141 pairs, and of this the United Kingdom shipped 1,193,308 pairs. The United States shipped 37,268 pairs, an increase over their 1913 shipments of 30,307 pairs. Switzerland's total shipments for last year were 9,379 pairs, an increase over 1913 of 2,740 pairs.

In the above three lines, Japan shipped in 1916: men's, 579 pairs; women's, 112 pairs; children's, 294 pairs. A few repeats only have been put on up to now.

Slippers, Plimsols—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Austria- Hungary.	France.	Sweden.
1913.	\$135,000	.....	\$1,800	\$111,000	\$9,100	\$5,200	\$1,600
*1915.	58,800	.....	205	55,700	20	1,350	—
*1916.	102,600	\$15	650	99,300	.....	1,280	—

* Slippers only in 1915 and 1916. Plimsols now separate entry with rubberwear.

Pre-war Germany's trade had worked up from \$5,000 in 1910 to \$15,700 in 1914, a part year only in shipment. Switzerland and Japan shipped for the first time in 1916 in sample lots only.

Footwear, Rubber, including Plimsols—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Norway.	France.
1915.	\$ 59,500	.....	\$11,600	\$40,100	\$4,300	\$2,500	\$700
1916.	107,400	\$110	29,200	67,800	4,650	650	210

Rubbers for covering leather footwear sold in limited quantity only. The greater portion of this entry is on heavy rubber-soled footwear and on the shoe known in Canada as the gym. or running shoe. Arrangements for representation of Canadian lines should bring good results this year. The total imports in 1915 were 154,991 pairs and in 1916 the total imports were 245,260 pairs. The United Kingdom shipped 203,761 pairs, the United States 23,308 pairs, Sweden 14,340 pairs, Norway 2,250 pairs, France 728 pairs, Japan 297 pairs to a value of \$320, and Canada 176 pairs.

Saddlery and Harness—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	Japan.
1913	\$330,000	\$10	\$2,800	\$324,000	.....	—
1915	32,800	45	360	28,900	\$3,000	—
1916	35,650	70	2,200	32,900	185	\$200

The 1913 figures of trade as shown in the above table are a fair average value of the imports under this heading for the years 1910 to 1913, inclusive.

Pre-war the United Kingdom controlled this trade, but it is a question if they will ever secure the same proportion of trade again as advantage has been taken of the war conditions to install larger plants in South Africa, and this industry is now well established in several centres of South Africa.

Leather Manufactures, N.O.D.—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Japan.	Austra- lia.
1913.. .. .	\$599,000	\$ 10	\$ 9,900	\$479,000	\$3,600	780	—
1915.. .. .	248,500	125	5,000	234,700	3,000	2,550	\$1,300
1916.. .. .	359,000	310	16,500	317,500	2,050	18,750	475

This import includes such lines as trunks, valises, suit cases, hand bags, collar cases, writing cases and other leather manufactures not shown in above table.

Some small orders have been placed in Canada for leather hand bags, and some sample trunk and suit case orders have been placed with Canadian manufacturers.

Pre-war Germany's trade was of an average value of \$84,000. Australia has shipped some small quantities in the past three years.

Suit cases and hand bags (ladies') received from Japan have given good satisfaction and many repeat orders have been placed.

Saddlers' and Shoemakers' Material—Imports (not Leather).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	France.	India.
1913.. .. .	\$146,000	.....	\$ 3,400	\$131,500	\$4,550	\$3,100	—
1915	225,000	\$ 375	3,700	215,000	290	1,300	\$1,600
1916.. .. .	315,700	13,400	24,900	271,700	.....	825	3,000

Most of the Canadian trade under this heading has been in shoe rivets. There are good prospects for a trade from Canada in shoe shanks. Canadian manufacturers of any requisites for the shoemaking or saddlery trade should turn their attention to South Africa as both these industries are strongly established and most of them have made inquiry for supply from Canada.

SOUTH AFRICA.**REPORT OF TRADE COMMISSIONER.**

(Mr. W. J. Egan.)

CAPE TOWN, S.A., June 25, 1917.

IMPORTS OF CHEMICALS, DRUGS AND KINDRED LINES.

The development in Canada towards a position of general export in new lines is perhaps more in evidence in the immediate past in chemicals and drugs than any other group of manufactures.

Almost every mail brings an inquiry *re* the possibility of export in some chemical or drug. The trade in South Africa appreciate the possibilities in supply from Can-

ada. They, however, make one complaint, that the prices quoted seemed to be based on an idea that other markets cannot supply. They claim that while this is true to a certain extent, purchases under this system can only be made as a necessity with a feeling that an unfair advantage is being taken. They further claim that a more normal price based on cost of production would be of much more advantage to the Canadian manufacturer who expects to remain on the South African market.

The tables as shown in this report are for the several groups shown in the annual import statistics. Manufacturers of other or special lines for export are requested to submit details and samples when possible to this office, when a thorough canvass of the possibilities on this market will be made for them.

Value of the Market.

A study of the tables as submitted will show how valuable a market there is in South Africa for manufacturers prepared for export. Canada has made some headway, but there is scope for much bigger share of the trade. In addition to the tables shown here, there is an import of calcium carbide and cyanide; these were coupled with the machinery report in *Weekly Bulletin* No. 705.

Caustic Soda—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland.
1913..	\$147,000	\$9,000	.....	\$137,000	—
1915..	153,900	2,700	\$23,600	127,600	—
1916..	347,000	700	75,000	269,000	\$120

Caustic soda is used in several of the South African industries. The hide and skin dealers purchase in very large quantities and as this industry is growing in South Africa, the demand for caustic soda will increase. The weight imported in 1913 was 5,249,698 pounds, and in 1916 the total was 7,063,127 pounds.

Soda Compounds, N.O.D.—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Belgium.	Germany.	British E. Africa.
1914..	\$69,000	.....	\$ 5	\$61,800	\$4,100	\$1,200	—
1915..	86,400	\$90	2,900	82,400	.....	.....	—
1916..	80,000	.....	6,800	72,000	.....	.....	\$1,100

Sweden was credited in 1914 with a value of a little over \$1,000 and Holland in 1915 with a value of \$600.

Potash Compounds, N.O.D.—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	France.	Russia.
1913..	\$ 61,000	\$30	\$ 110	\$15,300	\$30,500	\$1,600	\$ 380
1915..	67,500	10	9,600	42,500	580	8,600	1,000
1916..	117,500	55	7,800	83,500	1,500	7,500	11,500

Before the war, Germany exported to South Africa an average value of \$28,000, and Austria-Hungary about \$6,000. Other countries exporting are Belgium, Switzerland and Holland.

Disinfectants and Germicides—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Australia.	Japan.
1913..	\$215,000	\$ 45	\$ 8,500	\$192,000	\$10,500	.....	—
1915..	246,000	280	10,000	230,000	460	\$3,000	\$225
1916..	395,000	300	2,300	365,000	.....	8,900	340

Dip for Sheep and Cattle—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Austria- Hungary.	Germany.
1913	\$513,000	.....	\$89,000	\$332,000	\$19,500	\$32,400
1915	352,500	.....	71,500	281,000	.....	—
1916	403,900	.....	58,250	345,250	.....	—

There is a possibility of a good export from Canada in a spray oil for fruit trees.

The Canadian company interested have made every effort to produce the required article and the agents at this end speak with great admiration for the up-to-date methods employed by this Canadian concern.

The farmers and fruit-growers are being educated more and more to the value of disinfectants and germicides and owing to further expansion in farming and fruit-growing, this import is sure to increase, although some headway is being made in local manufacture.

The use of dip for sheep and cattle is more extensive each year. Quite a lot of dip is manufactured locally.

Dyes, all Other—Imports (not Bark, Cutch, Gambin, Logwood, Myrobolans, Shumac and Valonia).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Italy.	France.
1913	\$ 31,500	\$ 75	\$ 1,100	\$18,500	\$5,500	\$3,700	\$ 750
1915	50,000	2,300	11,300	27,300	1,200	750	2,000
1916	108,500	1,550	41,700	58,000	250	10	750

The yarn, cloth and blanket industry is making headway in South Africa and for other industries there is a growing demand for dyes. The shortage of regular supply has been the means of developing other sources of supply in 1916 such as India, Straits Settlements, British East India Islands and Australia. Pre-war Germany's average annual exports were \$6,000.

Glycerine, Crude—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland.	France.
1914	\$2,035,000	\$5,600	\$ 250	\$1,050,000	\$465,000	\$186,000
1915	455,000	.....	.....	143,000	.....	285,000
1916	470,500	.....	12,500	400,000	.....	—

Glycerine, other than Crude—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland.
*1915	\$1,270,000	\$9,000	\$5,300	\$1,187,000	\$69,000
1916	1,342,000	.....	3,000	1,339,000	—

*Separate entry for first time.

In the crude glycerine, pre-war Germany's exports were of an average annual value of \$125,000. Russia was also a regular exporter of this article. Since the war, Australia has shipped as follows: \$17,000, \$19,000, and \$63,800 for the years 1914, 1915 and 1916.

The total weight of glycerine imported in 1913 was 16,662,384 pounds. The total of crude in 1915 was 3,606,305 pounds, and in 1916 3,504,915 pounds. In other than crude imports in 1915 were 7,123,539 pounds, and in 1916 the total was 6,911,035 pounds.

Medicinal Preparations (Spirituous)—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	France.
1913	\$110,000	.....	\$35,000	\$65,000	\$5,200	\$4,500
1915	107,000	.....	34,000	69,000	65	3,000
1916	127,000	\$45	40,800	81,000	.....	2,300

Medicinal Preparations (Non-Spirituous)—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Switzerland.
1913	\$499,000	\$350	\$88,000	\$370,000	\$11,000	—
1915	429,000	145	76,000	342,000	10,000	\$1,800
1916	522,000	210	83,900	414,000	13,000	2,100

Drugs, Apothecaryware—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Greece.	Japan.
1913	\$730,000	\$ 40	\$44,000	\$515,000	\$16,000	\$12,000	\$ 9,600
1915	713,700	875	66,000	545,000	25,700	13,000	23,000
1916	624,800	975	61,300	460,000	27,500	13,400	28,600

Drugs and Chemicals, all other N.O.D.—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	India.	France.	Japan.
1913	\$515,000	\$ 55	\$27,000	\$304,000	\$6,000	\$ 4,900	\$ 5,600
1915	359,000	350	43,400	270,000	9,000	8,000	4,750
1916	652,000	2,700	71,400	515,000	8,300	10,250	6,600

Due to representation since 1913 a little progress has been made by Canada in each of the above headings, but not at all as satisfactory as it should be with the splendid effort in samples made by one Canadian firm whose range has only received fair attention. It is, of course, true that it requires a great deal of time in correspondence to secure co-operation so that the manufacturer may be in a position to meet all the local conditions. The great difficulty to overcome is the fact that the wholesale trade is limited to a few firms, who have manufacturing plants of their own and who control a large number of retail stores. There are, however, a good number of firms independent of the local wholesaler and business is sure to come in a good way if the local conditions are met, such as Dutch and English printing labels and printed matter, and proprietary drug lines should be advertised.

In apothecaryware, pre-war, Germany's annual share of this trade was an annual average of \$100,000. The same figures would apply to the entry "Drugs and chemicals—all other."

Perfumery—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Germany.	Japan.
1913	\$319,000	.....	\$ 98,500	\$154,000	\$39,800	\$17,200	\$ 600
1915	381,000	\$410	171,300	159,500	44,500	125	1,200
1916	527,000	25	204,000	243,000	62,000	100	14,000

Perfumery, Spirits—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	France.	Holland.
1914	\$ 83,000	.....	\$ 950	\$ 45,000	\$25,800	\$ 9,100	\$ 700
1915	84,000	\$30	775	73,000	265	9,120	315
1916	141,000	.....	2,000	124,600	.....	12,000	1,000

Japan shipped to a value of \$1,750 in 1916.

Two Canadian firms have made an effort with this class of goods, but so far the results are not satisfactory. One firm has since handed over its sales in this territory to their American house. The representatives of the other firm claim to be making an effort to secure business this year.

Japan has made good progress and their future trade promises very well, as many orders and much new business has been placed with them for this year.

Soap, Common Brown—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Australia.	Germany.
1913	\$267,000	\$ 95	\$ 7,800	\$218,000	\$36,300	\$1,500
1915	138,500	75	13,300	85,800	39,400	450
1916	172,500	250	30,000	76,800	62,500	—

Soap, Toilet—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Holland.	Japan.
1913.. . . .	\$168,000	\$ 550	\$38,000	\$119,000	\$1,700	\$ 800	—
1915.. . . .	215,000	400	72,800	138,000	630	1,450	—
1916.. . . .	263,000	1,000	85,000	174,500	1,000	210	\$1,200

Soap manufacturing is one of the big industries of South Africa, and since 1910 the annual imports of "common brown, etc.," has dropped from \$788,000 to \$185,000 in 1914.

There will always be an import in normal times of special brands, but there is not much chance for the old figures, although a good common soap at special prices would find a good market, as the trade generally are none too well pleased with the method of "combine" effort in increase of price during the war. The price has always been put below the added cost of high ocean freight. Strong comment was made on this by the commission on "Cost of Living."

In toilet soap there is a good market, as the local manufacturers do not seem to have secured the market to the same extent as the common soap.

Canada's share of the trade with proper representation and some advertising would increase.

Surgical and Dental Appliances—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Switzer- land.	Japan.
1913.. . . .	\$187,000	\$920	\$21,100	\$142,000	\$ 700	\$ 200	—
1915.. . . .	219,500	720	34,900	172,000	2,500	2,200	—
1916.. . . .	332,000	800	56,600	265,700	1,850	2,600	\$2,450

Instruments, Surgical and Dental—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	France.	Japan.
1913.. . . .	\$37,400	.....	\$1,400	\$22,400	\$12,500	.....	—
1915.. . . .	12,700	.....	3,300	8,500	135	.....	—
1916.. . . .	23,700	.....	5,800	16,900	.....	650	\$20

Instruments, others, including Optical—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Switzer- land.	Japan.
1913.. . . .	\$71,000	.....	\$ 6,100	\$33,500	\$11,800	.....	—
1915.. . . .	58,600	\$5	13,000	30,500	12,600	\$2,200	—
1916.. . . .	79,300	5	23,000	44,800	8,450	475	\$420

In optical goods some good sample orders have been placed with Canada this year, and if the results are satisfactory, with good follow-up work, the export should increase.

The import of dental appliances is a growing one. Dentistry is one of the best professions in South Africa, as the country seems to lend itself to the necessity of extra care with the teeth. Canadian manufacturers of these goods should give this market their attention.

Photographic Material—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	France.
1913	\$260,000	.....	\$ 80,900	\$144,000	\$27,500	\$2,200
1915	214,300	\$25	86,000	125,200	275	1,400
1916	292,500	.....	121,000	169,000	120	2,650

While there are a few stores who make a specialty of photographic material only, most of the drug stores carry complete stocks, and it has been thought best to include this table of figures as a kindred line to the drug trade.

Possibilities of Future Trade.

In chemicals, Canadian calcium carbide is sure to command a big share of the trade, and already there have been many inquiries for other sources of supply in Canada. Johannesburg agents and dealers have also made inquiry for possible supply of cyanide of sodium from Canada. As a war measure, the mines are fully covered for supply from the United Kingdom during the war. There will, however, be an open market after for an average annual supply of 11,000,000 pounds. Prospective or actual Canadian manufacturers prepared for export should submit particulars to this office.

In chemicals such as caustic soda, glycerine and others for manufactory purposes, if Canada has them to offer in regular shipments they are assured of an inquiring market, well disposed to Canadian goods. This applies to any of the lines shown in this report if only properly represented and the local demands *re* packages and the necessity for judicious advertising on any proprietary article are met.

SOUTH AFRICA.**REPORT OF TRADE COMMISSIONER.**

(*Mr. W. J. Egan.*)

CAPE TOWN, S.A., June 26, 1917.

GOLD MINE DEVELOPMENT IN SOUTH AFRICA.

The value of the mining purchases in Johannesburg and district and the possibility of new developments in this area have been submitted in various reports for the information of Canadian engineering and mining supply manufacturers, and it will perhaps be interesting to state that the Union Government are now offering the lease of four new areas for gold mining purposes.

Some idea of the money spent in developments of this kind is shown in the following extract from the Union Government's advertisement in reference to these leases:—

"It is estimated that, provided no unforeseen difficulties arise, and the above-mentioned areas are worked as entirely independent propositions, the following sums will be required, viz:—

	For shaft sinking and preliminary development.	For equipment to producing stage.
De Springs-S. Geduld area	£800,000	£700,000
Geduld East area	900,000	800,000
De Rietfontein East area	900,000	800,000
De Rietfontein West area	900,000	800,000

The *South African Mining Journal* of June 9, in its review of conditions governing the mining material and engineering trades, says:—

“The feature of the week has been the fact that the Government has officially called for tenders for four more gold mining areas on the Far Eastern Rand. This, with two recently placed, and the original one now producing, make seven in all, which has given to merchants generally, and mining merchants more particularly, just that reassurance required to give stability for the future. It will do away with any controversy about State mining, and so provide that certainty where a disturbing element of uncertainty was hazily flying about. This will give a further fillip to building on the Eastern Rand and altogether give a substantial tone to the immediate districts concerned. The official statement anticipates that nearly two million pounds will be required for each new area, which capital will be arranged for on the acceptance of the tenders; hence the seven separate undertakings will represent some fourteen millions, which are big figures to go on with immediately after the war. Obviously no real equipment for machinery and other big material lines can be taken in hand at present, although something can be done in preparing the way in the shape of main shafts, etc.”

The following extracts from another part of the *Mining Journal* review including prevailing prices for that period is submitted.

The prices shown are of course, liable to change almost daily in some lines:—

“*Steel ropes, rails, iron, etc.*—The acute question is that of steel ropes, especially for the outside mines, as merchants' stocks have been practically absorbed. One case is quoted where a tender was asked for the supply of a thousand feet and not a single quotation was given, whereas eighteen months ago, ten or a dozen might have resulted. Mines connected with the Chamber having permits to import wire ropes do not expect to get them under six months at least, whereas the outside mines applying through the Government Mines Department cannot hope to do better, and may be even nine or twelve months before receipt in South Africa. As compared with this acute shortage, there are ample supplies of drill steel and drill hammers. Rails are exceptionally scarce and there are no shipments on the water, so far as can be ascertained. The South African production of rails is assisting the position, but even they are getting short of pig-iron which is an important element in the manufacture of steel goods. Steel trucks could be had until recently in fair quantities, but recently the Government has been in the market for them, as well as tram material of all kinds for the German East Africa military requirements. Notwithstanding the scarcity of all steel lines, the inquiries from the mines are very limited, as the buyers know the exact position of supplies on hand, and also knowing what stocks they have on hand, no good purpose would be served in rushing the skip. Galvanized flat sheets have advanced another 5s. during the week, making 85s. per 100 pounds, which means the partial closing down of some of the plumbing shops unless new consignments are soon received.

“*Timber.*—At this time of the year timber is usually cheaper under normal conditions, but the freight rose again in May from fifteen guineas to £17½. This has sent the price up a half-penny per foot for deals, as the demand is good throughout South Africa, and Rhodesia bought a parcel from Johannesburg recently, which means that the railway carriage will be about equal to the cost of the deals here. The mail advices received in Johannesburg on Thursday were quite up to expectations as regards timber coming forward now the Baltic and White seas are open for traffic after their winter. Travellers in the country districts report good business, although it is a little quieter on the Eastern Rand, but this latter information was quickly qualified by the fact that the prospects there are improving.

“*Various trade notes.*—The American representatives have practically no information, as the shipping question is still unsettled. The mines are looking well ahead

as regards securing motor spirits and all kinds of lubricating and engine oils, also the public are getting in extra stocks, but so far the prices have not risen, although expected to do so. The latest look around: Importers are quite pleased with their advice of incoming goods, which has eased the shortage scare for the moment at all events. This statement is supported by Lloyd's latest insurance list, which gives the names of seventeen ships for South Africa, upon which goods have been insured. As previously mentioned in these notes, it seems quite probable that we are now running through the worst period of our freight difficulties.

Revised Price List.—Iron imported, $\frac{1}{4}$ round, 40s. to 50s.; $\frac{1}{2}$ up to 1-inch, 37s. 6d. to 45s.; 2-inch to 6-inch, 30s. per 100 pounds. Ditto square, $\frac{1}{4}$ up to 1-inch, 30s. to 45s.; $1\frac{1}{8}$ -inch to $2\frac{1}{4}$ -inch, 25s.; $2\frac{1}{2}$ -inch to 5-inch, 25s. Flats, $\frac{1}{16}$ -inch, 40s.; all from $\frac{1}{4}$ -inch up, 40s. Angles, $\frac{1}{8}$ -inch to $\frac{1}{4}$ -inch, 37s. 6d. to 40s., all sizes; $\frac{1}{4}$ -inch, 37s. 6d.; $\frac{1}{8}$ -inch to $\frac{3}{4}$ -inch, 35s., excepting 5 by 4 by $\frac{3}{8}$ -inch; mild steel bar, $4\frac{1}{4}$ d. pound; drill, $7\frac{1}{2}$ d. pound; steel plates, 10 feet by 4 feet by $\frac{1}{16}$ -inch, 50s.; $\frac{1}{8}$ -inch by $\frac{1}{16}$ -inch, 50s.; $\frac{1}{4}$ -inch to $\frac{1}{8}$ -inch, 40s.; $\frac{3}{8}$ -inch, up to 40s.; 10 feet by 5 feet by $\frac{1}{16}$ -inch, 45s.; $\frac{1}{8}$ -inch and $\frac{1}{16}$ -inch, 42s. 6d. to 45s.; $\frac{1}{4}$ -inch to $\frac{1}{8}$ -inch, 37s. 6d. to 42s. 6d., $\frac{3}{8}$ -inch up to 35s.; intermediate sizes up to 12 feet by 6 feet by $\frac{1}{16}$ -inch, 42s.; $\frac{1}{8}$ -inch and $\frac{1}{16}$ -inch, 34s. 6d.; $\frac{1}{4}$ -inch and $\frac{1}{8}$ -inch, 33s.; $\frac{3}{8}$ -inch and up, 32s.; all at per 100 pounds; hexagon and cup-head bolts, $\frac{1}{4}$ -inch diameter, 1s. 9d. pound, $\frac{1}{8}$ -inch diameter, 1s. 6d. pound, $\frac{3}{8}$ -inch diameter up to 3-inch long, 1s. pound, $\frac{3}{4}$ -inch diameter, 11d.; $3\frac{1}{4}$ -inch and up long, 11d. pound, $\frac{1}{2}$ -inch diameter, up to $2\frac{1}{2}$ inches long, 62s. 6d. per 100 pounds; $\frac{1}{2}$ -inch diameter and $2\frac{3}{4}$ -inch up long, 60s. per 100 pounds; $\frac{5}{8}$ -inch diameter up to $2\frac{1}{2}$ -inch long, 55s. per 100 pounds, $\frac{3}{4}$ -inch diameter, $2\frac{3}{4}$ -inch and up long, 52s. 6d., 100 pounds, $\frac{3}{4}$ -inch diameter up to $2\frac{1}{2}$ -inch long, 52s. 6d. 100 pounds, $\frac{3}{4}$ -inch diameter, $2\frac{3}{4}$ -inch and up long, 50s. per 100 pounds; $\frac{7}{8}$ -inch and 1-inch diameter, same price as $\frac{3}{4}$ -inch diameter; nuts, $\frac{3}{8}$ -inch, 1s. 3d. per pound; $\frac{1}{2}$ -inch, 65s.; $\frac{5}{8}$ -inch to $1\frac{1}{4}$ -inch, 62s. 6d.; $1\frac{3}{8}$ -inch and $1\frac{1}{2}$ -inch, 70s.; $1\frac{5}{8}$ -inch to $1\frac{3}{4}$ -inch, 75s.; 2-inch up, 85s.; washers, all sizes, 45s.; rivets, $\frac{1}{16}$ -inch, 1s. 6d. pound; $\frac{1}{4}$ -inch, $\frac{1}{8}$ -inch, 1s. 3d. pound, $\frac{1}{8}$ -inch, $\frac{3}{8}$ -inch, $9\frac{1}{2}$ d. per pound; $\frac{1}{2}$ -inch, 52s. 6d.; $\frac{5}{8}$ -inch, 50s.; $\frac{3}{4}$ -inch, 50s.; $\frac{3}{4}$ -inch up, 49s., 100 pounds; shoes and dies, 32s. 6d. to 35s. per 100 pounds; rails, £23 per ton; picks, 4 pounds, 27s. per dozen; shovels, 32s. 6d. to 50s. per dozen; drill hammers, $5\frac{1}{4}$ d. to 6d. pound; hammer handles (best American), 14-inch, 3s. 6d., 24-inch, 7s., 30-inch, 9s. 6d., 36-inch, 13s. per dozen; metal antifriction, 1s. per pound; galvanized iron, 24-gauge, 6 feet to 10 feet, 1s. 6d., 11 feet, 1s. 6d., 12 feet, 1s. 6d.; 26 gauge, 6 feet to 8 feet, 1s. 3d.; 9 feet and 10 feet, 1s. 6d.; flat galvanized, 18 to 24 gauge, 85s.; 26 gauge, 90s. 100 pounds, floor brads, 40s.; ceiling, 42s. 6d.; wire nails, 37s. 6d. to 55s. per 100 pounds; solder, 50 per cent, 1s. 6d. per pound; locks, rim, 54s.; mortise, 60s. dozen; barbed wire, 26s. to 30s. per 100 pound coil.

Timber.—Deals, Baltic, 9 by 3 short and medium, 1s. 3d; longer lengths, 1s. $3\frac{1}{2}$ d. (Oregon, 1s. 1d.); flooring, $4\frac{1}{2}$ by $\frac{7}{8}$ and 6 by $\frac{7}{8}$, $7\frac{1}{4}$ d. to $7\frac{1}{2}$ d. per square foot; flooring, $4\frac{1}{2}$ by $1\frac{1}{8}$, $9\frac{1}{2}$ d.; and 6 by $1\frac{1}{8}$, $9\frac{1}{2}$ d.; ceilings, 6 by $\frac{1}{2}$, 4d. to $4\frac{1}{2}$ d. per square foot; Oregon, 4 by $\frac{1}{2}$, 5d.; pitch-pine, 8s. 6d. per cubic foot; Oregon, 6s. 3d. to 6s. 6d. per cubic foot; clear pine, $\frac{1}{2}$ -inch by 12-inch, $8\frac{1}{2}$ d. per foot; 1-inch by 12-inch, 9d. to 10d., teak, small planks, 14s. 9d. per cubic foot; teak, large, 15s. 6d.; jarrah, 9s. 6d. per cubic foot; poplar, 1-inch by 12-inch, $10\frac{1}{2}$ d.; scantlings, 1s. $2\frac{1}{2}$ d. to 1s. 3d. per foot 3 by 9.

Oils, Paints, Lead, Oxides, Glass.—Linseed, raw and boiled, 39s. to 39s. 6d. per five gallons; white lead, 85s. to 90s. per 100 pounds (big lots are not quoted); turpentine, 54s. $2\frac{1}{4}$ gallons; 10/1, 59s. 6d.; coal tar, imported, 3s. per gallon, and 15s. per 5 gallons; oxide in oil, 36s. per 100 pounds; dry oxide, 22s. 6d. to 25s.; South African crude oxide, 12s. 6d.; linseed oil putty, 4s. 6d. per $12\frac{1}{2}$ pounds; bladders, 36s.; casks of 100 pounds, grease, A. F. axle, 26s. 6d. to 28s. 6d. per 100 pounds.

Electrical Goods.—Lamps, high volts, British, Holland and American, 24s. to 27s. wholesale and 30s. to 36s. dozen retail; carbon lamps, 10s. 6d. per dozen; pure rubber

flax, 6d. to 8d. per yard; 3/20 coils of wire, 30s. to 33s.; coils of wire, 3/22, 23s. 6d.; tubing, 18s. to 20s. per 100 feet; keyholders, 6s. to 7s. 6d. each; round blocks, 3½-inch, 3s. 6d. per dozen; lampholder cord grips, 15s. to 15s. per dozen; switches, 5 amp., 24s. to 30s. per dozen; British glass shades, 24s. to 36s. per dozen; porcelain shackles, 15s. to 18s. per dozen; porcelain bobbins, 12s. 6d. to 14s. per 100; cleats, 20s. per 100; P.O. insulators, 18s.; motor, 3 horse-power, about £35 to £37 new."

CHINA.

REPORT OF TRADE COMMISSIONER.

(*Mr. J. W. Ross.*)

SHANGHAI, July 7, 1917.

THE SILK INDUSTRY OF CHINA.

The cultivation of cocoons and the weaving of silk is one of the world's oldest industries, and if the Chinese were not the originators of the art they were at least among the very earliest people to engage in this pursuit, and eventually to bring it to a high state of perfection. Sericulture is known to have flourished in China for over 4,000 years. In the year 2,700 B.C., the then Empress of China, Si Ling, took the industry under her patronage and greatly encouraged her people in the rearing of the worms.

The industry was not introduced into Japan until 310 A.D., or several centuries after it had flourished in China. In the sixth century A.D., some Nestorian priests on returning from China to Constantinople, carried with them some silk worms, and thus the industry was first introduced into Europe.

Method of Cultivation.

The method of cultivation of silk, the rearing of the worms and the reeling and weaving—which will be briefly described—have not materially changed in China for hundreds of years. Old Chinese prints go to show that the methods in vogue to-day are much the same as those which were employed 3,000 years ago.

Mulberry Leaves.

The chief essential in the cultivation of cocoons is that the worms shall be supplied with an abundance of food in the form of mulberry leaves. Upon the quality of the leaves also greatly depends the fineness and character of the silk. The leaves of the species known as *Morus Alba*, or white mulberry, is found to be most suitable. Throughout all the silk-producing districts of China, chiefly along the banks of small canals and streams, scattered groves of small mulberry trees are to be found.

Young shoots are planted in moist and friable soil and much irrigation is necessary. A tree will not produce leaves in any great quantity before the second and third year. Many of the trees are very old, but are kept trimmed down and the old branches removed in order that the leaves of the young shoots which are fresh and tender may develop; in the winter-time when the trees are bare of leaves, they present a very fantastic and dwarfed appearance from constant pruning during many years.

Mulberry leaves are cultivated by the farmers and peasantry, much the same as hay is in other countries, and sold to those who are rearing worms, or those smaller people may raise a few worms themselves and produce a small number of pounds of cocoons, which they sell to the larger dealers. Thus the production of cocoons in

China is very largely a peasant and village industry; there are no large estates, and as the industry is very widespread, many millions of people eke out their precarious livelihood by raising a few catties of cocoons as a side line, as many people do by keeping chickens in other countries.

Rearing the Worms.

The butterfly may deposit its eggs any time during the warm months of the year, but the early spring is the time selected in China for this proceeding. Warmth is necessary, and in a short time the eggs are hatched and very small worms appear. These are fed on tender leaves chopped fine and they quickly grow. They are then placed on large wicker or bamboo trays, three or four feet in diameter, and it is no longer necessary to chop the leaves. Leaves are brought in and fed to the worms three times a day, and it is surprising the quantity which a tray full of worms will consume in twenty-four hours. This feeding and growing process goes on for about one month, during which time the worm rests or sleeps for twenty-four hours, four times.

Spinning the Cocoons.

When the period of growth is complete—as stated above—the worm crawls about and endeavours to leave the tray and attach itself to something in order to wind itself up in its silk envelope; for this purpose small tent-like structures of wheat straw are provided. These are placed upright on other trays and the worms are thrown broadcast among them. They very soon fasten themselves onto the straws and at once begin the formation of the cocoon. This process of wrapping itself around with a single strand of silk from 500 to 1,000 yards in length is accomplished by the worm in thirty-six or forty-eight hours, and is virtually its mausoleum, for here it ceases to be a worm, and, if left to itself, within a very few days would emerge as a moth or butterfly, ready to go through the same cycle of existence over again.

Destroying the Worm.

The next procedure in the cultivation of silk is the reeling from the cocoons, and preliminary to this process it is necessary that the worm within the cocoon should be destroyed, otherwise within seven or ten days it will be transformed into a moth or butterfly which will eat its way out of its shell through a large jagged hole, thus destroying the continuity of the thread. Such cocoons are called punctured or pierced. They are very difficult to reel and the strands are short, yet it has a value as waste silk and always commands a market. It is thus to be seen that the worm within must be destroyed without delay inside of a very few days of its completion of the cocoon. This is accomplished by two methods, according as the reeling is to be done immediately or to be deferred to some future date. In the first case the cocoons are immersed in boiling water and reeled at once. This method is mostly in vogue by the peasantry for hand reeling. The second method, which is that applied to all cocoons to be transported to the large markets and ultimately to reach the steam filature, where reeling is done by machinery, is to bake the cocoons in specially constructed ovens. The cocoons are placed upon trays one above the other in the ovens; the necessary height of temperature and time of exposure is well understood by the Chinese and by this method the worm is quite destroyed and the cocoons can be kept for several months without reeling, and transported wherever desired, even to foreign countries.

Reeling the Cocoons.

The two methods of reeling are those described above, native hand reeling and steam filature. The hand method is much less perfect than the latter. The silk is reeled by a process of overlapping the strands, and of different numbers of strands according to the thickness of the thread required. In hand-reeling frequently a strand

is missed and not taken up again for some time. This tends to an uneven thread, some portions being of six strands and other portions of only four and again of five or six. The steam filature method is much more accurate, more uniform and more rapid. There are at present in operation at Shanghai, Soochow, Wusich, Hangchow and the silk districts in this vicinity, about twenty silk filatures, some of which employ 500 or 600 operatives, women and girls. The silk is reeled into skeins and shipped in bales of 1 picul or 133½ pounds. This is the Shanghai bale. The Canton bale contains 80 catties (about 107 pounds). Steam filature silk has a much higher value in all markets than hand-reeled silk, the difference in cost being almost double. Recent quotations were for steam filature, taels 950.00 per bale and hand-reeled, taels 400.00 to taels 450.00 per bale.

Wild Silk—So-called.

While considering the subject of the process of silk cultivation in China, it is well to point out that the above description applies to ordinary domestic cultivated silk, and that the process attending the production of the so-called wild silk from which pongees and Shantung silks are made is quite different. Wild silk is a product of Manchuria and chiefly comes from certain districts adjacent to Mukden and in the vicinity of the Peking-Mukden railway. The food of the wild silkworm is oak leaves instead of the leaves of the mulberry tree, and instead of the worms being cultivated and fed under cover, they are made to develop on the trees and to feed at will in a wild state. In the latter part of the winter, the eggs are attached to the branches of the oak tree, where under the warmth of approaching spring and the budding of the leaves they are hatched, and feed and grow in a wild state. The process of feeding is considerably longer; wild cocoons are gathered about September and are sent to Chefoo, which is the chief market for wild silk. The worm is destroyed by the same methods as stated above, and the same difference exists between the hand-reeled and filature wild silk, as in the domestic product. Wild silk is therefore classed under two headings: Tussah silk and Tussah filature. The latter is of standardized quality and is reeled from selected cocoons into a fine thread of four strands or a heavy course thread of eight strands. The difference in the cost of Tussah filature over the native Tussah silk is considerable. Further remarks on the manufacture of pongee silk will follow, under the heading of silk piece-goods.

The Industry in General.

In common with certain others of the native industries of China, such as general agriculture and the tea and cotton industries, the cultivation of silk is sadly in need of modern scientific methods and of government assistance. What is being done by other countries along those lines has so far been almost entirely disregarded by China. Foreign silk merchants and shippers are constantly endeavouring to impress upon Chinese officials the urgent necessity of introducing improved methods of cultivation into the industry, but the woeful lack of funds still delays any changes, and as yet the efforts of those who earnestly desire to see the industry improve and expand have met with but little response from China.

In China the selection of eggs is left entirely in the hands of the farmers who have no technical knowledge of sericulture, whereas in Italy, France and Japan this work is done by the experts of those respective governments, who examine all seed eggs microscopically, and by the Pasteur system, and only those eggs passed by the experts are permitted to be used by farmers for rearing of silkworms. It is estimated that in China some 75 per cent of silkworms hatched die before they begin to spin the cocoons, that is to say before they have passed the fourth stage. Hence, an ounce of seed-eggs in China produces only from 15 to 25 pounds of cocoons, whereas an ounce of good healthy seed in Italy is capable of producing from 50 to 60 kilogrammes, or say from 110 to 133 pounds of cocoons. Up to 1870, China was the chief silk-producing country of the world, and the cocoons from the Wusich district were the

finest produced anywhere. Previous to that time Japan was not a large producer of silk, but within the intervening years the latter country has rapidly forged ahead, and its exports of raw silk at this date far exceed those from China. This result has been due to enterprise on the part of the Japanese, to the introduction of modern scientific methods into the industry, and to the assistance of a progressive and enlightened government.

Experimental Schools.

It is a pleasure to be able to report that some attempt in a small way is at last being made by the Chinese, and an effort to move along with the times is observed. An experimental school is now in operation in the Soochow district, about 60 miles from Shanghai, and another at Hangchow. Recently visiting the former, the institution was found to be in full operation with about 300 women and girls in attendance. The silk season was at its height, and the complete process of bringing in the leaves, weighing them, removing the refuse of the former feeding from the trays, and feeding the worms was witnessed. Many colonies of worms had completed the feeding stage and were being transferred to the straw receptacles on which to attach themselves while spinning the cocoons. The course of instruction is three years, during which the students receive lectures, aided by illustrated charts, and are made to fully understand the life-cycle of worms. Schools of this nature cannot fail to be of immense value in imparting a better understanding of the industry, such subjects as the proper temperature of the propagating and rearing rooms, and the quality of the worms and also of their food are fully considered. The usual practice at present among the farmers is to rear the worms in the living apartments of the family, and as their houses are never heated and are mostly devoid of windows by which the sun can enter, they are always damp and cold, consequently many worms succumb to the cold and the uneven temperature of the rooms. On completing their course of study and having mastered the full details of sericulture, these young women will return to the country, well equipped to impart the knowledge which they have gained to the farmers in their vicinity, and many of them will also become school teachers in this and other subjects. This movement has the full sympathy of the silk guilds of this province, but it is plain to be seen that the institution is much in need of greater financial support than it now receives, for its equipment is both meagre and primitive.

Volume of the Trade.

It is not necessary to go deeply into the statistics of the export trade of China raw silk, only to point out that although the trade has not greatly expanded, silk is still the largest single item of China overseas exports, and represented in 1916 the very considerable sum of Hk. taels 111,017,440, or at an exchange of 70 cents, \$77,712,208 Canadian currency. This was made up as follows:—

	Hk. Tls.
Raw silk—White—Hand reeled.. . . .	2,760,703
“ “ Re-reeled.. . . .	9,062,008
“ “ Steam filature.. . . .	53,770,546
“ Yellow—Hand reeled.. . . .	4,563,117
“ “ Re-reeled.. . . .	1,078,427
“ “ Steam filature.. . . .	1,742,262
Wild silk—Not filature.. . . .	1,042,761
“ Filature.. . . .	4,242,335
Cocoons “	2,602,140
Waste silk “	8,198,225
Cocoon refuse “	979,628
	90,042,152
Embroidery.. . . .	155,258
Piece-goods.. . . .	12,206,588
Pongees.. . . .	7,813,378
Ribbons.. . . .	7,879
Thread	231,216
Silk goods, unclassified.. . . .	560,969
	20,975,288

White raw silk, steam filature, show the marked increase of Hk. taels 13,500,000 over the figures for 1915. As this is the class mostly dealt in, the figures are a fair indication of the activity of the trade during the past year.

Destination of Exports.

While many countries are consumers of China silk, France and the United States are by far the best customers; fully 50 per cent of China's exports of white raw silk filature is absorbed by those two countries. The demands of the New York and Lyons markets far exceed those of any other country. Italy is also a large consumer, Great Britain imports a fair amount, and other continental countries use China silk to a considerable extent, Chinese yellow silk nearly all goes to India. (It may not be generally known that certain breeds of worms produce silk of a bright yellow colour). Japan takes 50 per cent of China's total exports of cocoons, and of silk pongees, Great Britain and the United States are the chief consumers.

Silk Piece-goods.

With very few exceptions, notably pongees, Chinese silk piece-goods are not suitable for the foreign demand, weaving of silk is still entirely done by hand, and there are no silk mills nor factories whatever for the manufacture of silken fabrics. The beautiful gauzes and crapes which are produced in Japan and European countries find no counterpart in China; crepe de chine is a misnomer, for it is not produced in this country. In former times when all officials, the gentry, and every man who presumed to any form of social position wore silk, as the universal article of clothing, the home demand was exceedingly great. This demand called for a heavy silk which was woven into many beautiful patterns and designs, solid colours with embossed figures universally predominating, and dyed in all colours and shades. This class of silk has found little sale abroad, and although a fair quantity is exported, it is mostly purchased by other eastern countries where the same fashion of dress is in vogue as that of China, or else for the use of Chinese resident in those countries. Chinese black silk is not popular in foreign countries, for while it is made of pure silk it lacks both the sheen and rustle of the foreign manufactured goods. Each district produces silk fabrics peculiar to itself. Hangchow and Soochow are the sources of those handsome heavy silks for men's wear. Until the fall of the Manchu regime, officials from Peking were kept at each of those places, their sole duty being to select the silk for the Royal court. With the coming of the Republic those offices were abolished. Satins and embossed silks have for several hundreds of years been woven at Nanking. The silk produced at Canton differs again from either of the above. Canton weavers are expert in turning out the lighter forms of fabrics, white satins and gauzes and the China silk such as shawls and handkerchiefs are made of, and other lines of similar goods.

Pongee Silks (see Wild Silk).

The great centre for the pongee silk industry is Chefoo in Shantung province; before the war, Tsingtau was also rapidly becoming an important export market. There are two classes of pongees which are handled by the foreign merchants of Chefoo. The Shantungs which come from a district called Liutang and the Nanshans from the Nighai district. The weaving is entirely done by hand in the villages and homes of the peasantry, and as the cloth comes from many looms no two pieces are ever exactly alike but vary from each other in weight and fineness and in a measure in colour and other particulars. The pieces are also frequently dirty from much handling and have to be washed. This is the reason why it is so often difficult to accurately match a sample of pongee silk. This matching of pieces is often a difficult procedure, and an order for 100 pieces of pongee silk of a certain weight, colour and fineness, entails much time, care and labour. Twenty-five years ago pongee silks were only beginning to be known in Europe and America, and each year since that

time their popularity has increased and the trade has expanded. Their adaptability for many articles of clothing both for women and men, and their serviceability particularly for tourists and travellers and motorists, etc., has made pongee silks exceedingly popular and greatly increased the demand. Improvements have also taken place in their manufacture within the past few years. They were originally only made in 20 to 25-inch widths, but are now turned out 33 inches wide. They were also formerly only made in lengths of 15 yards or 20 yards, but in order to suit the foreign markets they can now be obtained in 30 and even 50-yard lengths, which is more suitable to the retail trade.

Prospects of the Trade.

Silk being more or less a luxury, it might reasonably be thought that the trade would have been adversely affected by the war, but this does not seem to have been the case; for after the depression which existed in 1915 had been passed over, the trade can be said to have flourished, and at the present time with the new crop of cocoons coming in, notwithstanding the high exchange, the market is very firm. Never before in the history of the industry has there been such a demand for silk as now. The uses to which silk is put not only as wearing apparel and articles of dress, but in the upholstering and furniture trades and for other purposes, would seem to be increasing, therefore the prospects of the industry are bright. The United States is the largest consumer; perhaps the increased prosperity of the people of that country may also be one cause, the high cost of wool and cotton may also have influenced the market, and added to this the general popularity of silk as an article of clothing at all times; each has favourably affected the demand, which from all present indications is likely to continue.

ARGENTINA.

REPORT OF ACTING TRADE COMMISSIONER.

(Mr. Bertram S. Webb.)

Buenos Aires, July 20, 1917.

THE PRESIDENT'S MESSAGE.

The message of the President of the Republic of Argentina points out that the international exchange of products during the first three months of 1917 yielded an actual balance in favour of this country of \$76,268,973, which was \$37,522,666 gold more than during the corresponding period of 1916. The exports during the first four months of the year reached a value of \$204,963,471, which exceeds by \$39,771,000 the value of exportations during the corresponding period of the preceding year. The prices of importations continue to increase this year, exceeding by 8.1 per cent those of last year. The advance in cost of importations has been compensated for in part by the increased prices obtained for exports. The President states that production and commerce will be fostered in every way, economies will be made, the financial obligations of the country will be promptly met, and Congress will be asked to pass legislation which will provide a solid basis for the national institutions of credit.

Foreign Affairs, Public Works and Agriculture.

The relations of the Republic with foreign Powers is touched upon and some information given with regard to the situation created by the sinking of Argentine ships by Germany. It is stated that fifteen American nations have agreed to be represented at a Latin-American Conference to be held in Buenos Aires. Public works, so far as possible, have been abandoned owing to the financial condition of the

country and the difficulties in the way of obtaining money from abroad. The Ministry of Agriculture will attempt to encourage colonization and to this end efforts will be made to improve the homestead conditions of the colonists.

Finance.

The section of the message dealing with finance opens with a reference to the condition of the national finances on the accession of the present Government to power. It states that the treasury was depleted and obligations with local banks to the amount of \$86,000,000 became due within fourteen days without any provision having been made to meet them. The year 1916 closed with a budget deficit of \$145,286,380 and in the first six months of the current year obligations to \$290,000,000 became due, \$70,000,000 of which was liquidated and the balance renewed. In December last, the President urged Congress to hasten its assent to a project law for a consolidation loan of \$250,000,000 gold, which was to have been placed in the United States at a time when financial conditions were favourable. Congress delayed, relations between Germany and the United States became strained and the opportunity to consolidate abroad was lost. It is stated that "Argentine financial annals do not show an analogous state of affairs to which the national treasury offered on October 12, 1917. At the termination of 1916, the banks held on deposit \$14,680,000 gold and \$1,623,686,000 paper.

FINANCIAL PROPOSALS.

It is proposed to issue an internal loan of \$500,000,000 paper at 6 per cent interest, and a further 2 per cent interest to be distributed to bondholders in the form of prizes, which will be drawn for at intervals of six months. An issuing state bank, to be called the Bank of the Republic, is to be established which is to comprise within itself some of the functions of the Bank of the Nation, some of the Conversion Fund, and some of the Mint. With this new institution are to be incorporated the various banking and co-operative societies established in the Republic who must keep 10 per cent or 20 per cent of their deposits at the bank in the form of Government bonds of the national debt, which bonds shall figure in their balance sheets as cash. The bank will also undertake certain re-discounting and clearing house operations, and will administer the internal loan of \$500,000,000.

These financial projects are complicated in themselves and would require careful study in order to arrive at their inner meaning, but as they have to go before Congress and may never become law, it may be sufficient if a rough outline of the projects as described in the President's message be given:—

The following is a résumé of the provisions of the Internal Loan Bill:—

Article 1.—Authorizes the Government to make use, as it shall see fit, of all resources given by this law, to raise \$500,000,000 for the payment of the floating debt and other purposes.

Article 2.—Government is authorized to issue one or more internal loans, for sums sufficient to produce five hundred million pesos or its equivalent in gold currency with an interest of not more than 6 per cent annually and proportional accumulatory or cancelatory amortisations. Government reserving power to effect extraordinary amortisations. Bonds emitted not to be placed at less than 90 per cent of their normal value.

Article 3.—It is provided that 2 per cent of the total shall be distributed in prizes with a total of \$10,000,000 in 20,057 prizes, which, by Article 4, will be drawn once in six months at the dates fixed for payment of interest.

Article 5.—Provides that the bonds, whose fortunate holders are prize winners, shall be withdrawn and the latter will receive their value. The bonds pass to the Banco de la Republica and appear no more at the drawings.

Bonds of the first of the two series to be issued will, says Article 7, draw interest at 4 per cent only.

Article 9.—The Bank of the Republic may at any time cancel the bonds of the public series by advancing 80 per cent of their face value at interest one point below that obtaining.

Article 11.—Says that on no Bolsa, exchange or money market may bonds of this loan be quoted below par, and by Article 12 all bonds which are not drawn by lot during the period of 33 years—when the loan terminates—will be redeemed by the State at par.

BRITISH WEST INDIES.

REPORT OF TRADE COMMISSIONER.

(*Mr. E. H. S. Flood.*)

BARBADOS, August 3, 1917.

TRADE OF BRITISH GUIANA, 1916.

For the last three years the trade of British Guiana has been steadily on the upgrade. In 1914 the trade of the colony reached a higher figure than in any previous year, but this was considerably exceeded in 1915, and again last year when the aggregate trade was greater both in imports and exports than in any year of which we have a record. The value of the exports, however, during the period has had the most noticeable increase, having more than doubled, whereas the imports have increased only about 35 per cent. The colony therefore may be considered, so far as its trade is concerned, as in a prosperous condition. The Comptroller of Customs, referring to this in his report, remarks that "although the effects of the war have been keenly felt by some sections of the community, owing to the increased prices of necessary commodities, still the fact remains that our lot has been a fairly happy one when compared with some other communities." The following table will show the gradual increases in the last five years:—

Year.	Imports.	Exports.	Total Trade.
1912.....	\$ 7,443,475	\$ 7,824,451	\$15,267,926
1913.....	7,502,542	9,881,182	17,383,724
1914.....	7,526,552	11,715,087	19,241,639
1915.....	8,639,324	15,363,240	24,002,564
1916.....	10,241,417	16,682,968	26,924,385

Imports.

The total value of the imports, exclusive of transshipment, amounted to \$10,509,931, against \$8,796,247 in the previous year, showing an increase of \$1,713,684. This increase was made up chiefly of articles of clothing, foodstuffs, sugar and other machinery, chemical manures, implements and tools, paper, vegetables and wood manufactures. The following list will show the amount of the increases of the leading articles imported, coming under specific and ad valorem duties, and on the free list:—

Specific—

Cement.. . . .	brls.	11,770
Fish, canned.. . . .	lb.	91,295
Fish, smoked or dried.. . . .	cwt.	1,563
Flour.. . . .	bags.	28,464
Grain of all kinds.. . . .	lb.	827,277
Salt.. . . .	"	274,993
Soap, common.. . . .	"	579,369
Lumber, undressed.. . . .	ft.	816,208

Ad valorem and free list—

Apparel.. . . .	\$	36,211
Boots and shoes.. . . .		28,550
Motor cars and parts.. . . .		40,355
Drugs, medicines and chemicals.. . . .		44,905
Cotton manufactures.. . . .		40,932
Glass and glassware.. . . .		10,957
Hats and bonnets.. . . .		11,761
Machinery—sugar, etc.. . . .		181,795
Hardware, including tools and implements.. . . .		25,314
Manures.. . . .		196,516
Vegetables, fresh.. . . .		10,839
Iron and steel manufactures—rivets.. . . .		14,056
Metals—other kinds.. . . .		10,416
Paper, including printing paper.. . . .		85,596
Wool manufactures.. . . .		22,030
Wood manufactures.. . . .		27,319

Increase in Trade with Canada.

Trade with Canada increased both in the imports and exports. The principal items of import showing increase were flour, dried fish, butter and cheese, nails and spikes, paints and colours, and fresh vegetables. There was less lumber and paper imported from Canada, but in all the principal items there was an increase. Canada took a greater value in sugar, rum and cocoanuts. The following tables show the details of the trade with Canada in the last three years:—

Imports from Canada.

Commodities.	1914.	1915.	1916.
Bags, trunks and valises.. . . .	\$ 149	\$ 1,035	\$ 1,093
Biscuits, bread and cakes.. . . .	1,350	2,054	2,582
Boots and shoes.. . . .	463	2,573	5,335
Brooms and brushes.. . . .	2,573	5,158	5,228
Butter.. . . .	4,051	6,158	10,718
Cattle foods—Oilmeal and cakes.. . . .	3,591	2,798	1,491
Cheese.. . . .	10,795	23,036	25,867
Calcium carbide.. . . .	1,158	1,384	1,512
Cordage and twine.. . . .	3,452	6,202	7,937
Fish, canned or preserved.. . . .	755	165	1,046
“ smoked or dried.. . . .	48,926	161,039	191,237
“ mackerel and salmon, pickled.. . . .	12,112	13,598	19,175
“ all other sorts.. . . .	6,488	10,445	14,924
Grain, flour and preparations thereof—			
Flour other than corn flour.. . . .	599,976	761,707	863,693
Grain, all kinds, etc., and pulse (except rice and farinaceous preparations).. . . .	68,551	96,444	97,533
Hay and chaff.. . . .	2,531	4,464	4,719
Nails and spikes.. . . .	5,517	11,840	18,686
Oil, other than petroleum, petrol, or essential oils.. . . .	1,767	2,285	5,891
Paints, including colours and pigments.. . . .	1,977	6,092	10,369
Paper, other than printing.. . . .	2,836	1,533	1,440
Vegetables, fresh (excluding onions and garlic).. . . .	45,967	80,546	93,810
Lumber, dressed and undressed.. . . .	81,432	83,109	65,001
Unenumerated.. . . .	40,633	45,392	85,406
Total imports.. . . .	\$947,050	\$1,329,057	\$1,534,693

Exports to Canada.

Commodities.	1914.	1915.	1916.
Cattle food, molascuit..	\$ 2,546	.....	—
Cocoa, raw..	439	.....	\$ 518
Coffee, raw..	123	.....	—
Fruit, preserved..	5	\$ 5	2
“ cocoanuts..	9,568	2,933	6,822
Rice, milled..	6	11	36
Hides.. . . . .	.....	505	578
Jams and jellies.. . . . .	.....	22	11
Rum..	40,267	53,641	84,006
Sugar and molasses—			
Molasses sugar..	1,000	1,875	1,579
Other sugar..	3,151,502	5,418,089	6,653,333
Molasses..	43	.....	—
Wood and timber—			
Greenheart..	440	51	4
Cedar..	1,441	.....	—
Other kinds..	11	81	36
Goods unenumerated..	90	26	23
Total exports to Canada..	<u>\$3,207,481</u>	<u>\$5,477,239</u>	<u>\$6,746,948</u>

Imports from the United States have Increased.

The imports from the United States have been increasing steadily since the war began, the increases being chiefly in manufactured goods. Last year the imports were valued \$3,120,171, which was about a million dollars greater than the average of the five-year period. Previous to the war nearly all the drugs, medicines and chemicals came from the United Kingdom and Germany, but the United States in the last three years has increased its trade in these items about 50 per cent. The largest increase appears in wearing apparel, consisting of linen, cotton and woollen goods, boots and shoes, haberdashery and millinery, the value of the import of which has more than trebled. In foodstuffs taken as a whole, the quantity of the import from the United States has remained about the same since the war, though the value shows a slight advance. Pickled beef and pork is coming in in about the same quantity, though at a slightly higher value. Machinery for the sugar, rice, and mining industries were imported from the United States last year to the value of \$100,000, and a large number of sewing machines were also imported. The following table shows the value of the larger items of import from Great Britain and the United States, omitting small values:—

Principal Imports from Great Britain and United States.

Commodities.	Great Britain.	United States.
Aerated and mineral waters.....	\$ 7,789	—
Animals and birds, living.....	—	\$ 69,053
Beer and ale and cider and perry.....	88,189	—
Biscuits, bread and cakes.....	18,597	10,999
Books, printed.....	17,961	—
Boots and shoes.....	56,765	93,691
Bricks.....	33,456	—
Butter and butter substitutes.....	16,936	7,352
Bicycles and tricycles and parts (including motor cycles).....	27,368	—
Caoutchouc and gutta percha manufactures.....	—	1,979
Cement.....	29,411	—
Chinaware or porcelain, earthenware and pottery.....	9,164	—
Coal, coke, etc.....	179,384	66,801
Confectionery, including jams and jellies.....	19,075	—
Cordage and twine.....	64,574	—
Fish, canned or preserved.....	8,016	39,710
“ smoked or dried.....	401	99,792
Fruit and nuts—		
Nuts used as fruit.....	—	24,134
Fruit and vegetables—Fresh (except onions and garlic).....	14,188	31,720
Glass and glassware.....	19,369	—
Grain and flour, and preparations thereof—		
Flour, other than corn flour.....	—	218,552
Grain, all kinds and mixtures and preparations thereof (including pulse, but excluding rice and farinaceous preparations).....	—	60,503
Haberdashery and millinery.....	90,330	10,118
Hardware and cutlery.....	84,087	31,608
Lard.....	—	55,368
Leather manufactures (except boots and shoes and saddlery).....	15,423	7,097
Lime.....	13,920	—
Linen, cotton and woollen goods.....	880,577	—
Machinery—Sewing machines.....	996	20,317
Manures.....	880,577	—
Meat—		
Beef and pork (pickled or salted).....	—	249,744
Canned.....	—	4,486
Other kinds (except fresh meat).....	6,769	47,755
Medicines and drugs—		
Patent and proprietary, not containing spirits.....	20,440	17,333
Other (not containing spirits) and chemicals).....	93,641	112,038
Metals—		
Iron and steel manufactures—		
Hoop.....	25,201	—
Galvanized—in bars, rods, sheets or corrugated.....	18,560	—
Black—in bars, rods, sheets, or plates, other than boiler plates.....	14,346	—
Nails and spikes.....	10,953	1,804
Tin manufactures.....	2,390	—
Milk, condensed.....	50,235	—
Musical instruments.....	3,760	—
Oils—Petroleum (refined).....	—	138,819
“ All other.....	45,856	204,001
Paints, including colours and pigments.....	43,623	—
Paper (other than printing) and stationery.....	87,154	—
Provisions, unenumerated.....	11,924	—
Saddlery and harness.....	4,112	—
Salt—Fine.....	20,826	—
Silk manufactures.....	30,695	—
Soap, all kinds.....	129,096	—
Spirits and strong waters—		
Whisky.....	67,130	—
Perfumed spirits, overproof.....	4,974	—
Tobacco, manufactured—		
Cigars and cigarettes.....	15,021	—
Other sorts (except snuff).....	96,663	—
Tobacco, in leaf.....	—	52,881
Toys and games.....	7,168	—
Wood and timber—		
Lumber, unmanufactured.....	—	59,949
Staves and headings—White oak.....	—	124,671
Shooks.....	—	33,503
Unenumerated.....	—	—

Canadian Flour.

As pointed out in previous reports on the flour trade, the imports of Canadian flour into British Guiana never reached as high as 30 per cent of the total import till after the year 1912. In 1915 the percentage had risen to 80 per cent, and last year it stood at 81 per cent. The kind of flour from the United States now coming in is principally winter wheat for the biscuit factories. It is probable in the near future that Canada will supply part of this also. The total quantity of flour imported last year was rather more than usual and the value was considerably higher. During the last ten years a considerable change has taken place in the colony's flour trade. At that time the United States furnished the full supply, but at present nearly all the flour is coming from Canada.

Imports of Dairy Products.

Butter.—The importation of butter from Canada has fluctuated considerably, and showed a few years ago only 5,763 pounds. There has been an improvement since then, and last year 30,646 pounds were imported. This, however, is small, considering that the total import was 532,066 pounds. American butter of a low grade has been coming in in some considerable quantity, but is in competition with the cheap French butter and not with the Canadian and Danish table butter. It is stated among the trade in Georgetown that with proper representation Canadian table butter, if put up to suit the market in 7- and 14-pound tins, would compete favourably with the Danish, the bulk of which is sold in tins of these sizes.

Cheese.—There is an upward tendency in the import of cheese from Canada, as the Canadian contribution last year was 119,195 pounds, the largest quantity for some years and about two-thirds of the total import, which was 179,704 pounds. The United States also supplied a greater quantity than usual. Formerly most of the cheese was supplied by Holland, and the present increases from Canada and the United States are no doubt due to the impossibility of obtaining supplies from that country.

Fish.

It would appear that the consumption of imported fish is declining, as less fish has been coming in, and the statistics show that the consumption per capita is less than in former years. There is less importation of pickled fish, dried haddock and cod, and smoked fish. Canned and preserved fish, however, seem to hold their own, though this variety is not of much importance to Canada, as she has very little of this trade. Last year Canada supplied fish of all kinds to the value of \$226,381, which is rather higher than in recent years, this being due chiefly to the high price of fish. The total quantity of fish imported in the last ten years, together with the Canadian share of the trade, is shown in the following table:—

Imports of Fish.

Year.	Dried or Salted. Cwt.	Canned or Preserved. Lb.	Pickled Mackerel and Salmon. Brl.	Pickled Unenumerated. Brl.
1906—Total imports.. . . .	47,333	330,615	1,937	3,382
Imports from Canada.. . . .	38,480	7,535	1,595	3,017
1907—Total imports.. . . .	41,160	389,025	1,360	3,767
Imports from Canada.. . . .	37,370	5,520	1,161	3,440
1908—Total imports.. . . .	49,460	418,972	2,199	2,559
Imports from Canada.. . . .	44,532	3,527	1,871	1,747
1909—Total imports.. . . .	48,336	470,162	2,039	2,393
Imports from Canada.. . . .	43,838	16,255	1,881	2,286
1910—Total imports.. . . .	41,094	369,776	1,056	2,855
Imports from Canada.. . . .	32,502	19,710	796	2,696
1911—Total imports.. . . .	41,895	506,629	1,018	2,350
Imports from Canada.. . . .	18,544	52,644	294	1,898
1912—Total imports.. . . .	42,718	479,693	833	2,185
Imports from Canada.. . . .	13,921	54,704	318	1,739
1913—Total imports.. . . .	46,710	294,782	1,242	2,620
Imports from Canada.. . . .	12,362	6,267	846	2,518
1914—Total imports.. . . .	46,153	408,856	1,696	1,406
Imports from Canada.. . . .	8,057	2,759	1,117	1,282
1915—Total imports.. . . .	36,947	290,692	1,698	2,407
Imports from Canada.. . . .	25,969	884	1,310	2,162
1916—Total imports.. . . .	38,590	384,937	1,451	2,910
Imports from Canada.. . . .	25,374	4,238	1,340	2,601

Exports.

The value of the exports for the year totalled \$18,038,716. This included British and foreign goods re-exported and transhipped. Over the previous year there was a total increase of \$2,024,295, which was about 12½ per cent, and in the produce and manufacture of the colony itself an excess over the average of the previous five years of \$6,097,564. The transit trade also showed an increase of \$821,864 over the average of these years, which indicates a revival of the transit trade formerly done through the colony. The following table shows in comparative form the exports for the last four years:—

	1913.	1914.	1915.	1916.
Domestic produce and manu- factures.. . . .	\$ 8,186,512	\$10,199,075	\$13,899,543	\$15,491,085
Foreign produce and manu- factures.. . . .	304,172	286,465	448,545	444,382
Transhipment goods.. . . .	397,080	811,720	651,181	1,355,398
Bullion and coin.. . . .	1,639,212	1,293,447	1,015,152	747,851
	<u>\$10,526,976</u>	<u>\$12,590,707</u>	<u>\$16,014,421</u>	<u>\$18,038,716</u>

Increased Value of Sugar and Rum Exported.

Last year was a prosperous one for the sugar industry and all those engaged in it. The returns in money were the highest since 1884, prior to which year no statistics are available. The total export was 101,650 tons, of which 9,825 went to the United

Kingdom, and 68,104 to Canada. The most noticeable increase was in the value of rum, for which the highest market price was paid, increasing thereby the value of the export over 1915 by \$814,872, though the quantity exported was rather less. No molasses was exported during the year, as it became more profitable to convert it into rum, on account of the price of the latter. Molascuit fell off also for the same reason some 1,235 tons, and it is probable that only a small quantity for local needs was manufactured. The following statement will give the exports of sugar and by-products for the last five years:—

1912..	\$ 5,727,045
1913..	6,410,400
1914..	8,741,728
1915..	12,124,104
1916..	13,115,412

Minor Products Exported.

The aggregate value of the minor products of the colony has risen from \$1,849,941 in 1907 to \$2,811,359 in 1916. The principal of these are rice, coffee, diamonds, gold and balata, and as they are subject to a considerable fluctuation in value, it will be necessary to make a further reference to some of them. The statement hereunder shows the quantity and value of the principal of these products in the last two years:—

Article.	1915.		1916	
	Quantity.	Value.	Quantity.	Value.
Rice.. lb.	20,289,584	\$ 642,678	29,141,056	\$1,043,502
Coffee.."	172,368	18,238	501,312	48,488
Cocoa.."	59,696	8,508	46,592	6,055
Copra.."	181,328	8,689	237,104	10,012
Cocoonuts No.	2,090,083	31,280	1,631,357	28,076
Ricemeal.. ton.	267	2,825	301	7,713
Lumber.. ft.	225,453	13,843	360,439	22,985
Balata.. lb.	1,557,213	766,089	1,450,702	786,701
Timber.. cu. ft.	113,361	53,383	138,156	65,758
Diamonds.. carats.	6,203	51,369	16,180	143,044
Gold.. oz.	53,907	935,788	36,245	649,025
Totals.. . . . .	.....	\$2,532,640	.....	\$2,811,359

CANADIAN WASHING MACHINES ON THE BRITISH MARKET.

FROM REPORT OF TRADE COMMISSIONER.

(Mr. J. Forsyth Smith.)

LIVERPOOL, August 3, 1917.

In placing washing machines on this market, Canadian exporters will have to meet the competition of several English makes, many of which combine the wringer and mangle with the washer.

One popular type, with combined mangle, is a rather expensive machine, worked on the principle of the revolving washing-box, the cleansing being effected by the circulation of the water in the box, without the use of any interior dolly pegs, rubbing boards, etc. The catalogue price of this in 1913 was £7 7s. to £10 7s. (\$35.07 to \$50.37), subject to wholesale trade discount of 50 per cent. In 1917, these prices were increased by 35 per cent. There are also many cheap types, some of them similar in principle to Canadian makes, and selling retail at £2 10s. to £3 15s. (\$12.16 to \$18.25).

The principal American competitor is the Majestic, a rotary washing machine made in Richmond, Virginia, which works on the dolly principle, with corrugations

on the sides and bottom of the tub. Before the war, this machine was bought c.i.f. Liverpool at 17s. (\$4.14). Local dealers consider that there is a good demand for this and similar inexpensive types and have expressed a desire to hear from manufacturers who are in a position to offer them for after-the-war business.

The main demand is for hand-power machines, as electricity is not so extensively used in the home in this country as in Canada. If electric machines are offered, they should be without motors, as the voltage differs in every city.

COMING SHORTAGE IN POULTRY IN THE UNITED KINGDOM.

Mr. J. E. Ray, Canadian Trade Commissioner in Birmingham, England, writes:—

“There is every indication that an unusual demand for poultry will take place during the next few years in the United Kingdom, and Canadian exporters of poultry should make a note of this. Poultry dealers state that chickens are being slaughtered injudiciously, and that a serious shortage cannot be avoided. Naturally, a shortage of eggs will also result. Some idea of prices during next winter may be gathered from the fact that new-laid eggs at the present time in Birmingham are readily sold at 25 cents for 4.”

QUOTATIONS WANTED IN GREAT BRITAIN ON EBONITE OR VULCANITE.

Mr. J. E. Ray, Canadian Trade Commissioner, Birmingham, writes as follows:—

“Birmingham manufacturers state that ebonite (or vulcanite) is very scarce, and that if Canada is in a position to offer supplies, they would like to receive quotations on rods and sheets.”

OPENING FOR WOODEN TEA TRAYS IN GREAT BRITAIN.

In a recent report, dated August 16, Mr. Harrison Watson, Canadian Trade Commissioner, London, says:—

“In the course of an inquiry instituted upon behalf of a Canadian manufacturer, it has been ascertained that very large quantities of tea trays, mainly oak, almost exclusively of German manufacture, were imported into this country previous to the war, and as dealers report that the efforts of British manufacturers to replace this source of supply have so far not been satisfactory, there should be a good future opening for the Canadian article, provided that patterns can be furnished which are in established demand here and that the trays can be laid down at competitive prices. The demand is principally for a plain and inexpensive type, and the sale of inlaid and more costly trays is comparatively small.

“The first of these conditions, however, necessitates a considerable departure from many of the types of trays which are manufactured for Canadian use, and in the case of some of the trays which are the best sellers in Great Britain, the production of special designs.

“It is also certain that Canadian prices are much too dear, present quotations being considerably in excess of current values, and about double the price at which German trays were delivered in this country before the war.

“As, however, large quantities of these tea trays are sold in this country, and leading dealers would be prepared, if satisfactory arrangements can be made, to contract for large and regular supplies, the possibilities of the trade deserve the attention

of Canadian manufacturers. It should be an easy matter to adopt such alterations as are necessary, while production upon a large scale should permit of a considerable reduction in cost, and enable Canadian manufacturers to fall more into line with the views of buyers in this country.

"In London alone, some of the principal firms dealing in these tea trays express their willingness to go into the matter thoroughly with Canadian manufacturers who are adequately equipped for handling the business.

"For the time being the importation of tea trays, like other manufactures of wood, into the United Kingdom is entirely prohibited, but it is a favourable time for investigating prospects for the future."

GOODS IN DEMAND IN THE REPUBLIC OF HONDURAS.

The *Board of Trade Journal* publishes the following list of best selling goods in the Republic of Honduras, forwarded by the British Consul (Mr. J. Walter) at Tegucigalpa, which should be of interest to Canadian manufacturers. Mr. Walter says that, while the import trade of the country is not large, the same articles are in demand in all the other Central American Republics. That the principal share of recent imports has been obtained from the United States is accounted for by the proximity of that country and by the fact that manufacturers there have specialized in various lines of goods required in Honduras. It appears, however, that there is a demand for cheaper goods such as were formerly obtained from Germany. The British consul is convinced that if other manufacturers and exporters would study the requirements of Honduras, and, when normal business conditions are resumed, specialize in lower-priced lines, properly packed (which is a great desideratum locally), there is no reason why they should not obtain a much larger share of the import trade of the country.

Particulars of the goods in demand in the Republic of Honduras are appended (pre-war and present importing countries being stated within brackets):—

Cotton drill suitings (United States). Standard weight, 300 yards to 100 pounds: 26 inches; bright designs as well as plain colours.

Grey shirtings (United States; some from United Kingdom). 24 inches to 27 inches.

Grey drills (United States; some from United Kingdom). 24 inches and wider widths.

Madapollams, soft finishes (United States; some from United Kingdom).

Low-grade prints (white grounds), 24 inches, and shirting prints, 36 inches (United States).

Fancy cloths, mostly low qualities, but also fancy voiles and fancy cloths with art silk designs (United Kingdom; now mostly from United States).

Cotton blankets.—Sizes, 54 inches by 72 inches to 60 inches by 80 inches; bright designs and colours. (Germany; now from United States; United Kingdom unable to compete).

Embroidered flouncings "tiras bordadas." (Embroidered in and exported from Switzerland; cloth made in United Kingdom and finished in Germany. Now unobtainable.)

Black-beetled twills (local name "merino"). 36 inches, book-fold. (United Kingdom; larger portion now from United States).

Nottingham laces (United Kingdom and Germany; now from United Kingdom).

Cotton quilts, white and coloured (Germany and United Kingdom; now from United States).

Low-grade dyed cotton cambrics (United Kingdom and United States).

Low-grade cotton zephyrs (United Kingdom and Germany; now from United Kingdom and United States).

Cotton hosiery (entirely from Germany; now from the United States, and some very cheap lines from Japan and China).

Cotton shirts (United States).

Sewing cotton (United Kingdom).

Woollen suitings (United Kingdom and Germany; now United Kingdom, and a small portion from the United States).

Ribbons (France and Germany; now from United States).

Straw and felt hats (United Kingdom and Germany (Italian manufacture); now United States).

Smallwares.—Buttons, pins (Germany; now United States); dress fasteners (Germany, France; now small quantities from United States). Cheaper goods are required.

Boots and shoes.—Mostly low qualities (United States).

Cheap crockery (Germany, principally, owing to bright designs, and United Kingdom; now practically all from United States).

Glassware (Germany; now United States, but low-priced lines are not obtainable).

Glass bottles (Germany; now United States).

Enamelware (Germany; now United States).

Carpenters' supplies (United Kingdom, Germany, and United States; now United States).

Motor cars, cheap makes (all from the United States).

Motor tires (United States).

Barbed wire (United States). There is a large demand for this wire for fencing.

Nails (United States).

Candle and soapmaking materials (United States).

Soap, common, and cheap toilet descriptions (United States).

Axes, matchets, etc. (Germany; some from United Kingdom; now United States).

Matches (Swedish, formerly exported through German ports). It is suggested that after the war, United Kingdom exporters should ship these goods

Toys, cheap, of all descriptions (Germany; not replaced, as low-priced goods are required).

Cheap watches and clocks (Germany; now United States).

Umbrellas (United Kingdom and Germany; now United Kingdom and United States).

Picture postcards (not views) (Germany).

Office supplies.—Foolscap paper, account books, pencils, letter files, etc. (almost all imported from Germany; now from United States).

Printing paper (Germany; now United States).

Cigarette paper.—White, ribbed, usual size 18 inches by 24 inches, in packages of 100 sheets, packed in yellow paper (Germany; now United States). Yellow, size 18 inches by 20 inches (Spain only).

Cigarettes, imitation Turkish and Egyptian (United States).

Tinned goods (some from United Kingdom; now all from United States).

Butter.—(Large quantities were formerly imported from Denmark, through German houses; now replaced from United States). H.M. Consul suggests that United Kingdom firms could handle the European trade.

Biscuits (almost entirely from United States).

Boiled confectionery (small quantity from United Kingdom; now all from United States).

Cognac and wines (France and Spain; now scarce; substitutes from United States).

Beer (United States and Germany; now United States).

Drugs (some from France and United Kingdom; now nearly all from United States).

PLUMBERS' SUPPLIES TRADE IN AUSTRALIA.

FROM CANADIAN TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

As plumbers must pass a qualifying examination of a fairly high standard before being licensed to engage in any work in connection with the water supply or sewerage systems of Australian cities under regulations strictly defining how the work must be done and the materials used therein, it is thought that articles of a technical nature written in another country where conditions necessarily differ from those prevailing in Australia would not appeal to many.

It may also be said that manufacturers advertising in a journal addressed to working plumbers in this country would not be served to any extent, as plumbers here purchase their supplies through wholesale dealers, who are the people to be approached in any effort to create a demand for a new article, particularly one of foreign manufacture. As before mentioned, all articles and materials must be tested and passed by the various bodies controlling water supply and sewerage before they can be used in any work in connection therewith.

Working plumbers procure their supplies through wholesale dealers, who both import and act as distributors of local manufactures. As all articles and material used in water supply and sewerage must be approved of before being used, dealers prefer to handle, where possible, goods of Australian manufacture, as they are made strictly in accordance with requirements and no trouble is experienced in obtaining the requisite permission for their use.

No statistics are available as to the quantity of plumbers' supplies made in Australia, but the following are supplied to meet all demands, viz.:—

- Water supply and sewerage lead pipes and lead traps.
- Galvanized sheet-iron pipes for vent pipes.
- All cast-iron pipes for water supply and for sewerage.
- Waste and vent pipes.
- Water supply cocks.
- Bobbins.
- Earthenware drain pipes.
- Flushing cisterns and stop sinks and for sanitary appliances and cast-iron and enamelled baths.
- Sinks, etc., of the cheaper class.

Galvanized wrought-iron pipes and their fittings, used for the same purpose as cast-iron pipes, are imported to some extent, but a line of brass fittings, in lieu of galvanized wrought-iron or malleable cast-iron, is made here and it is claimed can be sold as cheaply as the wrought-iron ones.

Large quantities of plain black and galvanized tubing for household water supply and gas requirements are imported into Australia, a substantial portion of which is of Canadian manufacture.

The thread of all pipes and fittings must conform to the British standard thread, which alone is used here; the American thread, which differs from the British, would be rejected as unsuitable for trade requirements.

Chinaware for sanitary appliances and the best class of cast-iron fire-clay enamelled baths, kitchen, pantry and sanitary ware are imported largely from England and the United States, but owing to the abnormal freight conditions prevailing are now difficult to procure. Radiators for hot-water heating are also imported and copper and brass tubes.

Plumbers' tools are all imported, and galvanized corrugated iron in thousands of tons in normal years.

The names of plumbers in Australia are legion, but lists of those in the various states of the Commonwealth are to be found in "Wise's Buyers and Sellers of Australia and New Zealand," a copy of which is on file in the Department of Trade and Commerce at Ottawa. The 1915 edition of the Directory of Foreign Importers, compiled by the Department of Trade and Commerce, Ottawa, gives the names and addresses of the principal Australian wholesale importers of hardware and sanitary ware who import tubing and plumbers' supplies.

It is manifestly impossible to give, even approximately, the amount of business done by them annually, or to distinguish the large from the small ones, unless by going to much trouble and expense, which the object in view would not appear to warrant.

SENDING CATALOGUES, ETC., ABROAD.

Regarding the sending of catalogues, circulars and other trade literature abroad, Mr. Harrison Watson, Canadian Trade Commissioner, London, writes:—

MANUFACTURERS SHOULD SEND SEVERAL COPIES OF THEIR CATALOGUES, ETC.

"Although actual transactions are almost impossible under existing circumstances, it is a favourable time for Canadian exporters to investigate the possibilities of business in this country with a view to the return of normal conditions.

"It is therefore gratifying to note that quite a number of Canadian manufacturers are approaching this office in this connection.

"As, however, in nearly every case, only a single copy of the catalogue, price list or illustrated sheet has been transmitted, it should be pointed out that this is quite insufficient for the purpose in view.

"In practically every instance a number of different firms have to be consulted, and as it is not only necessary to place the printed matter before each firm, but moreover any prepared to interest themselves in the goods almost invariably wish to permanently retain the lists, etc., a single copy is wholly inadequate, and greatly hampers the prosecution of the inquiry, while the necessity to write for a further supply causes a great delay.

"Canadian correspondents, when consulting this office and also those of the other trade commissioners, are recommended to forward say half a dozen copies of their printed matter, except of course in cases where the catalogue is an expensive work, and the same applies to samples, the supply of which should be sufficient to furnish information to a number of people.

"It should also be mentioned that ordinarily United Kingdom buyers, almost without exception, insist upon prices being c.i.f. United Kingdom ports, and while it is difficult and almost impossible for Canadian shippers to give this information with the existing dislocation of shipping—and indeed the particulars would in most cases be useless because actual business is impossible—Canadian firms should make a point of quoting f.o.b. Canadian seaports, while it would be extremely advantageous for them to name the rate of freight to this country previous to the war, because this information enables firms here to make a comparison with rates of freight which were obtainable from competitive sources of supply at that time."

LARGE PURCHASES OF AGRICULTURAL IMPLEMENTS IN THE UNITED KINGDOM.

Mr. J. E. Ray, Canadian Trade Commissioner, Birmingham, sends the following item of interest to Canadian agricultural implement makers:—

"In the House of Lords, the Duke of Marlborough recently stated that the number of tractors (to be engaged in the new agricultural policy of the Government) by the Board of Agriculture was 626, of which upwards of 130 were English. About 517 of these tractors had already been handed over to the executive committee of the different counties. It was hoped that an increased number would soon be obtained from the British manufacturers. About 830 ploughs and other implements had been purchased."

CANADIAN PRODUCE PRICES IN UNITED KINGDOM.

The Canadian High Commissioner's office has furnished the following market quotations for Canadian produce for the week ended August 8, 1917:—

Cheese—

Bristol....	—	130/6 per cwt.
Liverpool....	—	130/6 "
London.....	—	130/6 "
Glasgow.....	—	— "

Butter—

Bristol.....	—	— per cwt.
Liverpool....	—	— "
London.....	—	— "
Glasgow.....	—	— "

Bacon (sides)—

Bristol.....	—	— per cwt.
Liverpool....	—	— "
London.....	—	153/ "
Glasgow.....	—	153/ "

Hams (long cut, green)—

Bristol.....	—	— per cwt.
Liverpool....	—	140/ "
London.....	—	— "
Glasgow.....	—	— "

NOTES OF INTEREST FROM SOUTH AMERICA.

The following notes on commercial conditions in South America have been contributed by Mr. George Mallett, of Valparaiso, Chile, under date of July 30, 1917:—

SOUTH AMERICAN COMMERCE WITH THE UNITED STATES OF NORTH AMERICA.

The United States returns for the ten months ending April last are reported to be as follows:—

Imports.

From Argentina,	123	million dollars	against	61	millions in	corresponding	period	preceding	year.
" Brazil,	125	"	"	84	"	"	"	"	"
" Chile,	80	"	"	21	"	"	"	"	"
" Colombia,	23	"	"	16	"	"	"	"	"
" Ecuador,	9	"	"	4	"	"	"	"	"
" Peru,	29	"	"	9	"	"	"	"	"
" Uruguay,	22	"	"	9	"	"	"	"	"

Exports.

To Argentina,	66	million dollars	against	22	millions in	corresponding	period	preceding	year.
" Brazil,	45	"	"	20	"	"	"	"	"
" Chile,	34	"	"	9	"	"	"	"	"
" Colombia,	12	"	"	6	"	"	"	"	"
" Ecuador,	5	"	"	5	"	"	"	"	"
" Peru,	15	"	"	4	"	"	"	"	"
" Uruguay,	11	"	"	4	"	"	"	"	"
" Venezuela,	10	"	"	4	"	"	"	"	"

CHILE'S EXPORTS AND IMPORTS DURING JUNE, 1917.

Exports.

Copper (pig),	64,500	kilos.	..value \$	42,464	gold of 18d.
" (ore),	102,332	"	"	25,891	"
Borax,	1,512,396	"	"	151,240	"
Nitrate,	1,598,155	metrical quintals	"	23,357,280	"
Iodine,	196,059	kilos.	"	3,246,737	"
Wool,	2,159,794	"	"	4,276,392	"
Wheat,	708,157	"	"	148,717	"
Flour,	360,850	"	"	104,646	"
Beans (haricot),	4,176,617	"	"	2,171,841	"
Copper (bars),	4,830,960	"	"	3,732,721	"

Imports.

Iron (pig),	513,849	kilos.	..value \$	74,290	gold of 18d.
" (bar),	1,589,286	"	"	391,982	"
Coal,	35,790	tons	"	511,739	"
Petroleum,	43,187,000	kilos.	"	894,396	"
Pine lumber,	183,512	cubic metres.	"	238,731	"
Wheat flour,	108,565	kilos.	"	21,670	"
Bovine cattle,	2,860	"	"	435,209	"
Sheep,	34,002	"	"	328,597	"

Dividends of a Few Local Companies.

	Total, 1916. Per cent.	Paid on account half year, 1917. Per cent.
S. American Steamship Co. (C.S.A.V.)	38	83
Melon Portland Cement Factory	30	27
Floating Dock Co.	14	14
La Union Chileno (Insurance)	100	50
La Protectora (Insurance)	140	—
La Nacional (Insurance)	200	20
La Española (Insurance)	100	50
La Italia (Insurance)	20	50
La Francesa (Insurance)	8	22
Llallagua (Mining)	65	100
Iota y Coronel (Mining, coal)	19	28
Schwager (Mining, coal)	30	10
Antofagasta Nitrate Co.	80	40

In addition to these high dividends, large sums have been placed to reserve and other funds, as will be seen by the balance of the C.S.A.V. for the past six months:—

Profit	\$ 4,822,890 05
Added to funds in hand for dividend	80,711 62
	\$ 4,903,601 67

Total available funds disposed of as follows:—

To cover interim dividends of 10% and 15% distributed in March and May	\$ 1,875,000 00
To pay final dividend of 35%	2,625,000 00
To establish an accident insurance fund	50,000 00
Bonus to employees	300,000 00
Savings bank fund for employees	5,000 00
Fund for future dividends	48,601 67

The funds of the company stand as follows:—

Capital	\$ 7,500,000 00
Fund for insurance	1,000,000 00
" repairs	500,000 00
" reserve	100,000 00
" eventualities	1,500,000 00
" renovation of material	1,500,000 00
" future dividends	48,601 67
	\$12,148,601 67

BILLS RECOMMENDED TO CONGRESS.

At the last meeting of the Council of State, the following Bills were approved and recommended to Congress:—

“To authorize the spending of \$75,000 in the installation of the wireless stations of Huafo Island, Cales, Cape Raper and The Evangelistas.”

“To prohibit the exportation of all old iron, copper, lead, or zinc.”

STRIKES.

There is a brave attempt to make the maritime strike a general one amongst all trades. Many of the societies have agreed to come out to-day, but the military are too much in evidence to give them much encouragement. The principal bone of contention is a Government decree ordering every labourer and sailor to be photographed and to carry his photo with other description for identification in his pass-book, owing to the amount of robbery going on continually on board and in the bay and the selling of their pass-books to undesirables.

ADVERTISING.

The following telegram appeared in “La Nacion,” Santiago, on July 26:—

“Washington, 27.—It is announced that within the next two months Mr. J. W. Sanger, advertising editor of New York, will leave for South America with the object of studying there the local methods of advertising.

“Mr. Sanger is undertaking this tour at the request of the Federal Association of Interior and Exterior Commerce, with a view to aiding the development of the business of North American merchants established in South America.”

CUBAN MARKET CONDITIONS.

The following reports of prices ruling at the Havana Produce Exchange for the week ended August 31, 1917, have been furnished by Mr. Enrique R. Margarite, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation:—

August 28, ss. *Turrialba*, 30 drums.
“ 28, ss. *San Mateo*, 275 drums.

The demand for fish in drums has continued very quiet, just the same as last week and therefore holders have to lower their prices. We can only quote codfish at 12 cents per pound, haddock at 12 cents and hake at 11 cents.

CODFISH IN CASES.

Importation:—

August 28, ss. *Chaimette*, 500 cases, New Orleans.
“ 28, ss. *San Mateo*, 1,415 cases, Boston.
“ 29, ss. *Mexico*, 113 cases, New York.

No change has occurred on the prices for codfish in cases, in spite of the fact that the demand has fallen off this week, and we can quote at \$17.50 to \$20 per case for that from United States and Canada, according to class.

HERRINGS.

With a very light demand we continue quoting bloaters at \$1.70 per large box.

GOUDA CHEESE.

As a sort produced in the United States is the only cheese available, we quote this article at 30 to 45 cents per pound.

POTATOES.

Importation:—

12,600	cases from Valencia, Spain.
14,554	barrels from New York.
406	bags from New York.
2,695	barrels from Key West, Fla.
189	“ from Tampa, Fla.

These arrivals are too heavy for the present consumption and notwithstanding the fact that a very active demand is in evidence for potatoes, the prices have declined and we can only quote at \$6 per barrel.

EXCHANGES.

New York: 3 d/s. 1/8 per cent premium.

London: s/d. at \$4.77 $\frac{3}{4}$ per £.

PRACTICAL ADVANTAGES OF AN EXPORT BUSINESS.

(The World's Markets.)

The principal advantage of an export business is its stability and the fact that it offers a balance which becomes especially valuable in times of domestic depression. The United States is particularly subject to alternating waves of prosperity and depression, due to a variety of causes, and generally these periods do not coincide with similar periods in foreign lands. A world-wide depression or a world-wide period of prosperity seldom, if ever, occurs; therefore, in periods of domestic depression it is quite certain that many foreign countries will simultaneously be experiencing a period of prosperity. The time is certain to come, however, and sometimes with considerable frequency, when domestic business is depressed and when orders of any sort and of any origin will be particularly welcome. The export field offers the widest market from which to obtain these desired orders, but when wanted they cannot be had merely for the wishing or asking. They must be ready as a result of work previously done in preparation.

A second advantage of an export business is its permanency and security. The foreign buyer generally finds himself at somewhat of a disadvantage and more or less in the hands of the seller from whom he purchases, particularly in countries which have not developed along manufacturing industrial lines. It is quite clear, therefore, that a customer located in a foreign country, who is treated fairly, whose goods are shipped promptly, whose specifications are carefully observed, and who receives goods which are above criticism, will conceive a loyalty towards and a trust in the company from whom he buys which it is exceedingly difficult to overcome. He may previously have had unfortunate experiences which have caused him loss and trouble, and if he discovers a company whose treatment is satisfactory he will for his own protection stick to that company through thick and thin and will conceive a loyalty to the seller who accords fair and liberal treatment and who recognizes

to the full the implied obligation of trust, and may be won away from that manufacturer only with the greatest difficulty. It is by no means unusual for a buyer in a foreign country to continue placing orders at higher prices or upon less favourable terms than are offered to him elsewhere solely because he has learned to trust the manufacturer with whom he places his orders and knows that the confidence which he reposes will not be abused, and the higher price he may pay he considers amply justified by the assurance of fair treatment. As long as a foreign customer is fairly treated, he will stick.

I desire to say something as to expenses of ocean freight, insurance and import duties. Excepting for those countries which manufacture locally and extensively the goods you seek to sell or for countries wherein we do not enjoy "most-favoured-nation treatment," these items may be neglected. You are exactly on the same basis as all other exporters from this and all other countries, and these necessary items of expense do not bear more heavily on you than on your competitor and the local consumer in the country really pays the bill. So do not permit these expenses to worry you.

Many a business has been curtailed and many an order has been lost where terms of cash against documents have been rigidly adhered to without regard to the financial standing or credit liability of the customer. Your domestic credit department is accustomed to take certain risks; the payment of some orders is far more certain than the payment of others and there is a credit risk which is quite permissible and quite legitimate in the acceptance of every order. Why, therefore, should any discrimination be made against an order because it originates outside of the country, and why should it be insisted that every order should be paid for before shipment is made? The best credit risk in a foreign country is probably far better than the worst credit risk at home. All honest men do not live in the United States and all crooks are not outside of it, and in most countries the percentage of honest business men probably compares favourably with the percentage here at home. I will admit that it is a little more difficult to find out who are the honest men in far distant countries, but it is not impossible. Agency reports are usually available or may be obtained; banks are always willing to give information, but best of all, the customer is usually able to refer to some other American manufacturer with whom he does business and whose experience may be ascertained. There are few businesses in this country that could exist very long if payment were demanded in advance for every order which their purchasing department placed, and a man's business must be necessarily greatly curtailed if payment in advance is demanded on all his orders.

I am quite aware that I am treading on somewhat thin ice and speaking of an extremely important and delicate feature of business, and I do not by any means wish to be understood as advocating a wholesale and unintelligent extension of credit in foreign countries, but I do say that there are many business houses in foreign countries that are just as worthy of credit as those in our own country, and that it is the business of the credit department to find out which concerns are in this category and then not to hesitate to extend reasonable terms.

View the foreign country as you view your own country, and pass on your credits as you pass on domestic credits—intelligently and carefully—but do not take the attitude that no foreign order shall be accepted unless it is to be paid for in advance. Help your customer to increase his business, and therefore your business, by an intelligent co-operation with him, so that you do not insist on an abnormal use of his capital. Bear in mind that an average of three or four weeks is not excessive between the time of shipment from a domestic port and the time of arrival of the goods, and it is an unwarrantable burden to ask your customer to be without the use of his money for this long period of time, in addition to the time which must elapse before he himself receives payment for the goods sold to his customer.

GOVERNMENT NOTICES AFFECTING TRADE.

Great Britain.

PROHIBITION OF IMPORTS OF MACHINERY.

With reference to the copy of the despatch received from the Colonial Secretary under date August 25, which was published on page 596 of *Weekly Bulletin* No. 711, it is desired to state that, owing to an error in transmission, the words "lathes and rounding machines" were omitted.

The list of articles, the importation of which is prohibited according to the above-mentioned despatch, reads as follows:—

All machinery driven by power and suitable for use in cutting, working or operating on wood, including sawing machines of all descriptions; joiners', mortise, tenon and boring machines; lathes and rounding machines; box and cask-making machines and all machines accessory thereto; scraping and sand-papering machines; wheel-wright machinery; firewood-making and bundling machinery; wood-wool (excelsior), fibre and pulp machinery; saw-sharpening and setting machines; saw stretchers and brazing apparatus; all machines for grinding, planing or moulding irons; electrical motors up to one-half horse-power.

TARIFF CHANGES AND INTERPRETATIONS.

New Zealand.

FROM REPORT OF TRADE COMMISSIONER.

(Mr. W. A. Beddoe.)

AUCKLAND, August 7, 1917.

TAXES ON ALCOHOLIC LIQUORS.

The following are the new, or amended, customs and excise duties:—

Fruits preserved in juice or syrup, fortified with alcohol to any extent exceeding 33 per cent of proof spirit shall be charged 18s. per proof gallon on such juice or syrup, in addition to 25 per cent ad valorem on the total value of the goods, 12½ per cent ad valorem preferential surtax on goods not being the produce or manufacture of the British Dominions.

Cordials, bitters and liqueurs, when exceeding the strength of 33 per cent of proof spirit, not exceeding the strength of proof, 10s. increase—18s. the liquid gallon.

Cordials, liqueurs and bitters, when exceeding the strength of proof, 1s. increase—18s. the proof gallon.

Spirits and spirituous mixtures, the strength of which can be ascertained by Syke's hydrometer or other instrument, 1s. increase—18s. the proof gallon.

Spirits and spirituous mixtures sweetened, n.o.e., when not exceeding the strength of proof, 1s. increase—18s. the liquid gallon.

Spirits and spirituous mixtures sweetened n.o.e., when exceeding the strength of proof, 1s. increase—18s. the proof gallon.

Spirits and spirituous mixtures in bottles or jars in cases shall be charged as follows: Two gallons and under as two gallons; over two gallons and not exceeding three, as three gallons; over three gallons and not exceeding four, as four gallons, and so on for any greater quantity contained in any case, provided that with the sanction of the collector, the foregoing restriction need not be applied to absolute alcohol, spirits of wine, spirits for scientific, medicinal, perfumery or toilet purpose, or trade samples.

Spirits and spirituous mixtures containing more than 33 per cent of proof spirit in combination with other ingredients, and although thereby come under any other designation, excepting medicinal preparations, otherwise enumerated—1s. increase. Wine of any kind containing more than 40 per cent of proof spirit, 1s. increase—18s. the liquid gallon.

Wine, sparkling, containing not more than 40 per cent of proof spirit, the gallon or for six reputed quart bottles or the equivalent in bottles of a larger or smaller reputed quantity—6s. increase.

Essence flavouring containing more than 33 per cent of proof spirit, 1s. increase—18s. the liquid gallon.

NEW TOBACCO DUTIES.

Cigars, including the weight of every band, wrapper or attachment to any cigar, 5s. increase—12s. the pound.

Snuff, 5s. increase—12s. the pound.

Cigarettes, not exceeding in weight $2\frac{1}{2}$ pounds per 1,000, 5s. increase—20s. 6d. the 1,000.

Cigarettes, n.o.e., 2s. 6d. increase—9s. 6d. the pound.

The rates of duty on cigars, snuff, and cigarettes manufactured in New Zealand, as fixed by the Tobacco Act, 1908, are abolished, and the duty payable on such goods, if entered for home consumption after August, 1917, is fixed as follows:—(a) On cigars and snuff, 6s. 6d. the pound; (b) on cigarettes, if manufactured by machinery, 3s. 6d. the pound; on cigarettes, if made by hand, 2s. the pound.

These duties are advanced to bring the tobacco factories into the same relative position as formerly. The old duties were: On cigars and snuff, 1s 6d. the pound; on cigarettes made by machinery, 2s. 6d. the pound; on cigarettes made by hand, 1s. the pound.

TEA NOW TO BE TAXED.

Tea, n.o.e., 3d. increase—5d. the pound (2d. the pound preferential surtax).

Tea in bulk, viz., in packages of 5 pounds or over net weight of tea, 3d. increase—3d. the pound (2d. the pound preferential surtax).

“Tea not otherwise enumerated” means tea imported in packets. This was previously subject to a duty of 2d. the pound when from British Dominions, and $2\frac{3}{4}$ d. the pound from foreign countries. Tea in bulk, previously free from British possessions, is now 3d. the pound from these Dominions, and 5d. the pound from foreign countries.

Silks, satins, velvets, plushes, n.o.e., composed of pure silk or of silk mixed with any other material in the piece, and including also imitation silks composed of any material or substance whatsoever—30 per cent ad valorem. The duty was previously 20 per cent.

NEW SCALE OF BEER DUTY.

The rates of beer duty fixed by the Finance Act, 1915, are abolished and duty will be payable on all such beer of which the worts are pitched for fermentation after August 1, 1917, as follows: (a) Where the specific gravity of the worts used in the production of the beer does not exceed 1047, $4\frac{1}{2}$ ad. per gallon; (b) where the specific gravity of the worts exceeds 1047, but does not exceed 1055, $4\frac{1}{2}$ ad. plus

$\frac{1}{16}$ d., for every unit of specific gravity above 1047, and (c) where the specific of the worts exceeds 1055, the duty per gallon shall be at the maximum rate chargeable under paragraph (b), plus $\frac{3}{16}$ d. for every unit of specific gravity above 1055. The right of the Crown to recover duty on beer manufactured in New Zealand of which the worts were pitched before August 2, 1917, is retained.

The previous minimum rate was $3\frac{1}{16}$ d., giving an all-round average duty of 4d. per gallon. This minimum is now advancing to $4\frac{1}{16}$ d., and the average is, accordingly, expected to reach 5d. per gallon.

Additional duties are imposed on goods produced in manufacturing warehouses in which spirit is an ingredient, including perfumes, toilet preparations, culinary and flavouring essences, and medicinal preparations.

Honduras.

REDUCTION IN DUTY ON CANNED GOODS AND COTTON BAGS.

(United States Commerce Reports.)

The American Minister in Honduras has transmitted a copy of a decree of April 7, 1917, making material reductions in the rates of import duty of Honduras on certain products for which American exporters had been seeking to secure more favourable treatment. A reduction of from 0.15 peso to 0.10 peso per one-half kilo (equivalent, respectively, to about \$6.54 and \$4.36 per 100 pounds, inclusive of the special customs surtax) is made in the duty on the canned goods specified in the following tariff items: 81, capers; 531, shrimps; 622, meats of all kinds; 742, plums preserved in their own juice; 803, canned foods not specified; 1,026, peaches in their juice; 1,398, peas, or petits pois; 1,585, vegetables, prepared or preserved; 1,678, green corn in cans; 1,891, prepared oysters; 1,998, pears in their juice; 2,024, fish, other than dried or smoked; and 2,025, canned petits pois. Cotton sacks for packing, of common quality and which are to be used only for those purposes now served by jute sacks, are to be admitted at the reduced rate of 0.02 peso per one-half kilo (about \$0.87 per 100 pounds, including the surtax), in place of the former rate of 0.30 peso per one-half kilo (\$13.08 per 100 pounds). In addition to the regular customs duty and surtax, there are special customs charges on all imports, amounting to at least 0.015 peso per one-half kilo, equivalent to \$0.65 per 100 pounds, at the rate of exchange prevailing in the early part of 1917.

NOTES ON FOREIGN TRADE.

Drugs and Chemicals in Chile.

(London, Eng., Chamber of Commerce Journal.)

A letter received from a reliable correspondent by the secretary of the British Chamber of Commerce in the Argentine Republic states that the whole of the drug and chemical business in Chile is practically in the hands of Germans, and expresses the opinion that if a British firm would take an interest in this new field, a big market will be found waiting. Apart from the local consumption of drugs and pharmaceutical preparations there is in Chile a big wholesale market in the requirements of the nitrate companies, railways and mining companies in the north. The trade has been up to now virtually a German monopoly, and any attempt to contest their supremacy after the war would be welcomed. At the present moment the Germans are undoubtedly feeling the shortage of supplies. To a certain extent the same thing applies in the Argentine, although British firms are not entirely out of the market as regards chemical products for commercial purposes. But a good deal could be done to improve

our trade in retail chemists' supplies. These are handled very largely by travellers and the trade is consequently a fluctuating one. What is required is the establishment of a sort of British South American Drug Company, which would open branches here and there, import their own stuff and supply from stock not only their own retail establishments but also the existing chemists, of whom there are a great number and who do a very satisfactory business.

Belgian Chamber of Commerce for Buenos Aires.

(Lew B. Clark, clerk to Commercial Attaché, Buenos Aires, Argentina, United States Commerce Reports.)

Looking forward to the commercial struggle that will follow the close of the European war, a number of local Belgian subjects in business in this city recently held the first meeting of a new commercial organization to be known as "The Belgian Chamber of Commerce on the River Plate." The meeting was conducted under the leadership of the Belgian minister to Argentina, and a governing board of nine members was elected for a term of three years.

Several of the commercial and diplomatic representatives of other nations have recently expressed their interest in the arbitration clause of the commercial arrangement between the United States Chamber of Commerce and the local Bolsa de Comercio, and it is believed that proposals will be made to the Bolsa for similar agreements with other countries.

Fancy Leather Goods in Brazil.

(London Times Trade Supplement.)

Until recently the greater portion of the fancy goods trade in Brazil was in the hands of German and Austrian houses. The natives who have money to spend upon such articles are particularly partial to brilliant colours, and to much gilding or other decorations. Bags and satchels, picture-frames, handkerchief boxes—in sets for collars, handkerchiefs and gloves—blotting pads and writing cases, both portable and collapsible, are much in demand, and Germany has been so successful in introducing goods of this description at low selling prices that it is absolutely necessary that manufacturers should mark their goods at low figures, thus enabling the dealers to obtain their 30 and 40 per cent profit. Moreover, the importers have been much spoiled by the liberal terms of payment granted by German manufacturers, whose concessions amount to 90 or 120 days or more, an interest of 6 per cent per annum being added. Purses such as are used in this country are seldom employed by Brazilians. They do not carry about any large amount of coin, the currency being in most respects a paper one. An attractive small pocket-book is, therefore, likely to sell well, especially if made in the national colours—green and yellow—and bearing some patriotic design, such as the Federal flag or the portrait of the ruling President, upon the outside of the cover. Metal cases are popular, and here again a judicious and tasteful employment of native colours and designs would add considerably to their selling value. To examine and know the Brazilian market for fancy goods, it is essential that a commercial traveller should make a tour of the different states. This the Germans have always undertaken, and they have, moreover, a considerable number of their own countrymen among the smaller shopkeepers who deal in these articles. Although it is not to be expected that these importers would readily transfer their custom to British houses, the fact remains that they are now obliged to buy in whatever market is open to them, since import from Germany is absolutely impossible. The United States have made but little attempt to capture the fancy goods market of South America.

Motor-car Trade of Argentina.

(*Board of Trade Journal.*)

According to the official Argentine trade returns for the year 1916, the number of motor cars imported into the Republic in that year was 5,929, valued at £455,044, as compared with 5,115 cars, valued at £1,076,521, imported in the pre-war year 1913.

Commenting upon these figures the *Review of the River Plate* (Buenos Aires) of April 20 states that the use of small cheap motor cars in Argentina has lately become increasingly popular, particularly in rural districts, on establishments, large and small, remote from railway stations and district market centres.

It will be noticed on comparing the figures given above that the values of the motor cars imported have decreased considerably, the average value of each car, according to the customs valuation, in 1916 being about £77, while the average in 1913 was about £211. The cars now being imported are of a much less luxurious and costly type, and are practically all of American manufacture. A reference to the Argentine and United States returns shows that while out of the number of cars imported in 1913, 1,296 were imported from the United States and the remainder from European countries, in 1916 the United States sent 5,105 cars to Argentina, valued for export purposes in the United States at an average of £110 each.

Branch of National City Bank in Petrograd.

(*Consul North Winship, Petrograd, Russia, United States Commerce Reports.*)

The National City Bank of New York opened its first branch in Russia in Petrograd on January 15, 1917. The branch will operate in Russia under charter granted by the Russian Government. This is the second foreign bank to be admitted to operate in Russia, the only other being the Credit Lyonnais of Paris. The aim of the bank is two-fold—to finance and facilitate trade between Russia and America and to stimulate and assist the investment of American capital in Russia. A special feature of the bank's service is the supplying of commercial reports and trade information to those interested in trade between the two countries. In addition a general banking business is transacted.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East.

Week ending September 7, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	6,472	234,274	14,860		255,606
Consolidated Elevator Co.	77,685	144,859	4,560	39,571	266,675
Empire Elevator Co.	20,808	202,301	4,112	59,488	286,709
Ogilvie Flour Mills Co.	210,608	98,778	4,685		314,071
Western Terminal Elevator Co.		144,677	1,671	55,778	202,126
G.T. Pacific	93,825	364,634	6,393	44,340	509,192
Grain Growers' Grain Co.	21,310	378,179	4,562		404,051
Fort William Elevator Co.		71,242	3,028	10,905	85,175
Eastern Terminal Elevator Co.	33,017	127,027	1,728		161,772
Port Arthur—					
Port Arthur Elevator Co.	146,785	685,500	35,763	46,023	914,071
D. Horn & Co.	44,090	92,232	10,378	26,968	173,668
Dominion Government Elevator . .	213,549	616,274	16,013	82,478	928,214
Thunder Bay Elevator	20,406	117,610	5,967	18,266	162,249
Total Terminal Elevators.....	888,455	3,277,587	113,720	383,817	4,663,579
Saskatoon Dom. Govt. Elevator.....	6,622	51,264			57,886
Moosejaw Dom. Govt. Elevator.....	166,999	39,247	1,962	283	208,491
Calgary Dom. Govt. Elevator.....	5,841		286	516	6,643
Vancouver Dom. Govt. Elevator.....	3,002				3,002
Total Interior Terminal Elevators..	182,464	90,511	2,248	799	276,022
Depot Harbour.....					—
Midland—					
Aberdeen Elevator Co.	49,713				49,713
Midland Elevator Co.	41,880	69,200			111,080
Tiffin, G.T.P.	1,000	5,525			6,525
Port McNicol.	247,647	56,476			504,123
Collingwood.....					—
Goderich.....	114,309	151,505		7,147	272,961
Western Canada Flour Mills Co., Ltd..	157,374	39,674			197,048
Kingston—					
Montreal Transportation Co.	807				807
Commercial Elevator Co.		3,044			3,044
Port Colborne.....	195,312				195,312
Prescott					—
Montreal—					
Harbour Commissioners No. 1.....	43,025	228,382	47,631		319,038
" " No. 2.....	226,024	289,143	6,385		521,552
Montreal Warehousing Co.	29,514	154,930	48,459		232,903
Quebec Harbour Commissioners.....	1,855	8,868		43,062	13,785
West St. John, N.B.	186,432		1,656		188,088
Halifax, N.S.	238,357				238,357
Total Public Elevators.....	1,533,249	1,006,747	104,131	10,209	2,654,336
Total quantity in store.....	2,604,168	4,374,845	220,099	394,825	7,593,937

† Corn.

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended September 7, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—				
No. 1 Hard	24,282			24,282
No. 1 Northern	145,884	11,287	233,594	390,765
No. 2 "	19,711	37,488	201,028	258,227
No. 3 "	189,457	46,726	325,814	561,997
No. 4 Wheat	71,790	11,869	251,324	334,983
No. 5 "	62,647	2,844	138,912	204,403
No. 6 "	56,551	2,397	60,434	119,382
Other	318,133	69,853	322,143	710,129
Totals	888,455	182,464	1,533,249	2,604,168
Oats—				
No. 1 C. W.	12,172			12,172
No. 2 "	1,335,925	5,840	263,389	1,605,154
No. 3 "	370,147	15,459	134,280	519,886
Ex. No. 1 Feed	714,871	27,893	185,464	928,228
No. 1 Feed	206,032	10,133	64,269	280,434
No. 2 "	282,712	4,265	26,889	313,866
Other	355,728	26,921	332,456	715,105
Totals	3,277,587	90,511	1,006,747	4,374,845
Barley—				
No. 3 extra C. W.				—
No. 3 C. W.	22,796	107	99,100	121,997
No. 4 "	44,963	1,128	808	46,899
Feed	13,480			13,480
Rejected	10,568		2,567	13,135
Other	21,919	1,013	1,656	24,588
Totals	113,720	2,248	104,131	220,099
Flax—				
No. 1 Northwestern Canada	214,367	625		214,992
No. 2 C. W.	73,506	162		73,668
No. 3 "	54,808	12		54,820
Rejected				—
Other	41,136			41,136
Totals	383,817	799		384,616
Corn			3,062	3,062
Total quantity in store	4,663,579	276,022	2,654,336	7,593,937

Quantity of United States Wheat, Oats, Rye and Corn in store at the following Public Elevators in the East, for the week ending September 7, 1917.

	Wheat.	Oats.	Rye.	Corn.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
<i>September 7, 1917.</i>					
Depot Harbour	49,985				49,985
Aberdeen Elevator Co.					—
Midland Elevator Co.					—
Tiffin, G. T. P.					—
Harbour Commissioners No. 1.					—
" " 2.			1,680	19,337	21,017
Total, United States Grain	49,985		1,680	19,337	71,002

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators, and Public Elevators in the East, on September 7, 1917, with comparisons for three years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>September 7, 1917.</i>			
Terminal Elevators.	888,455	3,775,124	4,663,579
Interior Terminals.	182,464	93,558	276,022
Public Elevators in the East.	1,533,249	1,121,087	2,654,336
Total.	2,604,168	4,593,937	7,593,937
<i>September 8, 1916.</i>			
Terminal Elevators.	5,036,399	4,881,639	9,918,038
Interior Terminals.	365,415	93,181	461,596
Public Elevators in the East.	7,670,056	8,362,914	16,232,970
Total.	13,074,870	13,537,734	26,612,604
<i>September 10, 1915.</i>			
Terminal Elevators.	1,936,519	1,330,117	3,285,636
Interior Terminals.	18,791	1,089	19,880
Public Elevators in the East.	948,308	482,513	1,430,821
Total.	2,902,618	1,813,719	4,716,337
<i>September 10, 1914.</i>			
Terminal Elevators.	3,736,834	2,626,861	6,363,695
Public Elevators in the East.	1,589,167	533,467	2,122,634
Total.	5,326,001	3,160,328	8,486,329

**Number of Cars of Grain and Total Quantities Inspected at Winnipeg and other
Points in the Western Division for the Undermentioned Periods.**

	Month of August, 1917.	Twelve Months ended Aug., 1917.	Twelve Months ended Aug., 1916.
Wheat, Spring—	No.	No.	No.
One Hard.....	19	79	2,126
One Hard White Fife.....			1
One Man. Northern.....	413	18,261	138,117
Two Man. Northern.....	673	32,262	49,110
Three Man. Northern.....	667	30,207	36,497
Number Four.....	454	14,448	16,833
Number Five.....	262	7,543	5,491
Number Six.....	113	4,648	1,630
Feed.....	77	6,804	357
Smutty.....	20	815	3,320
No Grade.....	427	34,037	21,605
Rejected.....	194	3,171	6,016
Condemned.....	10	93	82
No Established Grade.....	2	58	87
No. 4 Special.....	47	6,129	-
No. 5 ".....	49	5,292	-
No. 6 ".....	26	2,997	-
Goose wheat.....	1	8	7
Total Spring Wheat.....	3,454	166,832	281,279
{ Cars.....			
{ Bushels.....	3,972,100	191,879,800	337,534,800
Wheat, Winter—			
One A. R. W.....		1	1
Two A. R. W.....	1	20	61
Three A. R. W.....	1	83	485
Four R. W.....	1	33	74
Five Winter.....		4	8
One White Winter.....			4
Two ".....		2	-
Three ".....	2	8	1
Four ".....		5	2
One Mixed Winter.....			-
Two ".....		3	-
Three ".....	1	1	-
Four White Winter.....			-
No Grade.....		3	90
Rejected.....		3	10
Smutty White Winter.....			6
Total Winter Wheat.....	6	166	742
{ Cars.....			
{ Bushels.....	6,900	190,900	890,400
Total Wheat.....	3,460	167,018	282,021
{ Cars.....			
{ Bushels.....	3,979,000	192,070,700	338,425,200
Oats—			
Extra No. 1 C.W.....		5	1
Number One Canadian Western.....	1	105	337
" Two ".....	379	12,607	28,045
" Three ".....	148	4,396	10,544
Extra Number One Feed.....	263	6,871	3,027
Number One Feed.....	151	3,257	1,477
" Two ".....	104	3,569	4,940
Rejected.....	50	796	1,037
No Grade.....	221	16,427	6,526
Condemned.....	6	55	20
Mixed Grain.....	49	716	705
Mixed Grain No. 2.....		1	3
Total Oats.....	1,372	48,805	56,662
{ Cars.....			
{ Bushels.....	2,675,400	95,169,750	116,137,100

RECAPITULATION—COMPARATIVE FIGURES FOR

Twelve Months ended August 31.	Total Number of Cars.
1901-2.....	57,500
1902-3.....	54,995
1903-4.....	40,299
1904-5.....	40,396
1905-6.....	69,174
1906-7.....	81,507
1907-8.....	63,982
1908-9.....	87,957
1909-10.....	114,997
1910-11.....	100,737
1911-12.....	176,201
1912-13.....	189,075
1913-14.....	196,732
1914-15.....	122,832
1915-16.....	354,039
1916-17.....	231,082

TENDERS INVITED.

Australia.

MELBOURNE, July 31, 1917.

Tender forms, specifications, indents and drawings have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for equipment required by the Department of Navy, Melbourne; the Tramway Board, Melbourne; Victorian Railways, Melbourne; New South Wales Railways, Sydney, N.S.W. These tender forms, etc., are open for the inspection of Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer File No. 17424). Particulars are as follows:—

DEPARTMENT OF THE NAVY, MELBOURNE.

Tenders addressed to the Director of Naval Contracts, Navy Office, Melbourne, close on October 31, 1917, for the supply of 6 and 9-inch lap-welded steel-flanged pipes for Flinders naval base, near Melbourne, Victoria. The pipes are to be delivered free on railway trucks Melbourne.

TRAMWAY BOARD, MELBOURNE.

Tenders addressed to the Chairman, Tramway Board, 673 Bourke street, Melbourne, close on September 20, 1917, for the manufacture, supply, delivery, erection, installation and guarantee run of electric lighting equipment for cable cars as per contract No. 20.

VICTORIAN RAILWAYS, MELBOURNE.

Tenders close at the office of the Victorian Railways, Melbourne, as follows:—

No.	Date Closing.	Particulars.
30,989.	October 31, 1917—45	time element relays (as specified).

NEW SOUTH WALES RAILWAYS, SYDNEY, N.S.W.

The following indents have been forwarded by the New South Wales Government Railways, Sydney, to the Agent-General for New South Wales, 123 Cannon street, London, E.C., England:—

No.	Date.	Particulars.	Estimated Cost.		
			£	s.	d.
27-17.	June 19.	5 cwt. copper jointing tape..	70	0	0
27-17.	" 19.	7 sheets high conductivity planished copper, as specified..	15	0	0
27-17.	" 19.	30 bars hexagon black mild steel..	20	0	0
28-17.	" 29.	100 sets armature coils..	894	8	8
29-17.	July 7.	12 steam motor tires..	120	0	0
30-17.	" 7.	300 gross brown bone buttons..	60	0	0
30-17.	" 7.	300 yards brown cloth 60 inches wide..	120	0	0
30-17.	" 7.	600 " Brussels carpet..	155	0	0
30-17.	" 7.	600 " Wilton carpet..	150	0	0
30-17.	" 7.	50 " bronzed hat cord..	1	0	0
30-17.	" 7.	50 " " deep fringe..	20	0	0
30-17.	" 7.	2,000 " B. and G. seaming lace..	25	0	0
30-17.	" 7.	400 " pasting lace..	4	0	0
30-17.	" 7.	250 " B. and G. broad lace, 4½ inches..	30	0	0
30-17.	" 7.	350 " maroon plush..	150	0	0
30-17.	" 7.	600 " black pegamoid, 39 inches wide..	120	0	0
30-17.	" 7.	200 Wilton rugs, 7' 4" x 2' 3"..	250	0	0
30-17.	" 7.	500 yards maroon repp, 48 inches wide..	125	0	0
30-17.	" 7.	100 gross solid leather studs..	2	0	0
30-17.	" 7.	1,000 "Paripan" rubbing blocks H. 160..	13	0	0
30-17.	" 7.	5,400 transfers, platform notices, etc., as specified..	40	0	0
30-17.	" 7.	150,000 sponge cloths, small 23-inch by 15-inch..	1,650	0	0
30-17.	" 7.	8 cwt. Braithwaite packing, as specified..	65	0	0
30-17.	" 7.	90 main filed coils for motors, as specified..	400	0	0
31-17.	" 13.	83 cwt. soft Swedish iron..	300	0	0

TRADE INQUIRIES.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1286. **Oats.**—A firm in Barbados is open to receive quotations on feed oats, and to accept an agency.

1287. **Enamelled ware.**—A firm in St. Vincent, B.W.I., desires to be put in touch with Canadian manufacturers of enamelled ware.

1288. **Fruit, preserved and evaporated.**—A manufacturers' agent in Barbados desires an agency in preserved and evaporated fruits.

1289. **Shoe polishes.**—A manufacturers' agent at Barbados makes inquiry for Canadian shoe polishes, with the view to securing an agency.

1290. **Shirts, collars and ties.**—A manufacturers' agent at Barbados would represent the above lines on a commission basis.

1291. **Biscuits.**—A Barbados commission agent is anxious to get in touch with Canadian manufacturers of biscuits.

1292. **Canned goods.**—A large and long-established firm in Demerara would like to receive samples and prices of canned fish and canned fruit.

1293. **Representation in New Zealand.**—Manufacturers' agents and importers desire to represent responsible manufacturers of practical specialties and general lines suitable for New Zealand. Also interested in advertising novelties, etc. Samples desired. Established ten years. Good staff salesmen selling to wholesale and jobbing trade throughout New Zealand. References; *Dun's Special Report*,

1294. **Linoleum, curtains, silks, draperies, ribbons, etc.**—A firm in Cairo, Egypt, would be pleased to receive offers and samples from Canadian manufacturers of linoleum, curtains, silks, draperies, ribbons, etc. Payment will be made through a bank against bills of lading.

1295. **Trade with Brazil.**—A commission merchant long established in Brazil, with excellent references and facilities for carrying on correspondence in Portuguese, Spanish, French and English, desires to make connections with Canadian manufacturers in every line.

1296. **Building materials.**—A firm of merchants in Rotterdam, Holland, who import all kinds of building materials, would like to arrange for Canadian supplies after the war.

1297. **Cotton, woollen and fancy goods.**—A large English importing house would accept the representation of a Canadian factory, provided the goods were suitable to this market, in conditions to compete, and that they did not clash with anything already handled.

1298. **Boots and shoes.**—A large English importing house would accept the representation of a Canadian factory, provided the goods were suitable to this market, and in conditions to compete.

1299. **Canvas and sailcloth.**—A large English importing house would accept the representation of a Canadian factory, provided the goods were suitable to this market, and in conditions to compete.

1300. **Railway material and railway supplies.**—An English firm of manufacturers' representatives would be pleased to undertake the representation of a Canadian manufacturer who is determined to work this market. They already have connections with English railways and government buying departments.

1301. **Wires.**—An English firm of manufacturers' representatives would be pleased to undertake the representation of a Canadian manufacturer who is determined to work this market. They already have connections with English railways and government buying departments.

1302. **Iron sheets, iron and steel.**—An English firm of manufacturers' representatives would be pleased to undertake the representation of a Canadian manufacturer who is determined to work this market. They already have connections with English railways and government buying departments.

1303. **Heavy chemicals.**—An English firm of manufacturers' representatives would be pleased to undertake the representation of a Canadian manufacturer who is determined to work this market. They already have connections with English railways and government buying departments.

1304. **Lumber.**—An English firm of manufacturers' representatives would be pleased to undertake the representation of a Canadian manufacturer who is determined to work this market. They already have connections with English railways and government buying departments.

1305. **Wire, plain, galvanized and barbed.**—An English firm of manufacturers' representatives would be pleased to undertake the representation of any Canadian manufacturer, but are principally interested in the above-mentioned products.

1306. **Wrapping paper.**—A firm of importers, exporters and manufacturers' agents in Georgetown, British Guiana, wish to make a connection with a Canadian mill manufacturing wrapping paper.

1307. **Honey.**—A firm of importers in Aberdeen, Scotland, wish to get in touch with Canadian exporters of honey packed in bulk, that is, in barrels or in tins with two tins packed in a case,

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

(*Circulated within Canada only.*)

Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

*Canada Year-Book. (*Price, \$1.00.*)

*Census Returns. (*Price of volumes vary.*)

*Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, care of H. B. M. Consul, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontuma.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominions, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostok, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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Commercial Intelligence Journal

VOL. XVII.



No. 713.

WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, SEPTEMBER 24, 1917



Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, September 24, 1917.

No. 713

INFORMATION RESPECTING UNITED STATES EXPORT RESTRICTIONS.

1. The Exports Administrative Board, 1435 K street N.W., Washington, D.C., U.S.A., have prescribed the following forms of special interest in Canada to be used in connection with licensing for export such goods as are otherwise forbidden to be exported from the United States:—

Form A-1, to be used only for proposed shipments to countries *not associated* with the United States in the war, or to the colonies, possessions and protectorates of those countries.

Form A-2, to be used only for proposed shipments to countries *associated* with the United States in the war, or to the colonies, possessions and protectorates of such countries.

Form A-3, to be used only for proposed shipments to countries *associated* with the United States in the war, or to the colonies, possessions and protectorates of those countries, *and only when such shipments will not be licensed unless the goods are destined for war purposes or will directly contribute thereto.*

2. It has been officially announced by the United States authorities that when such goods as are on the list (the export of which is forbidden unless licensed) are in transit via the United States from one country to another, an export license will also be required. This, of course, will apply to such goods exported from or imported into Canada via the United States to or from British or foreign countries.

3. According to a decision of the Exports Administrative Board at Washington on September 4, the only articles for which application should be made on form A-3 are as follows:—

Pig iron.

Ferro-manganese.

Ferro-silicon and spiegeleisen.

Steel ingots, billets, blooms, slabs and sheet bars.

Iron and steel plates, including ship, boiler, tank and all other iron and steel plates, one-eighth inch thick or heavier, and wider than six inches, whether plain or fabricated.

Application should be made on form A-2 for shipment to Canada of the following additional articles:—

Nitrate of potash.

Resin.

Saltpetre.

Turpentine.

Ether.

Alcohol.

Sulphur.

Sulphuric acid and its salts.

Acetone.

Nitric acid and its salts.

Benzol and its derivatives.

Phenol (carbolic acid) and its derivatives.
 Toluol and its derivatives.
 Mercury and its salts.
 Glycerine.
 Potash and its salts.
 All cyanides and films.

(The above lists are subject to change.)

4. All articles other than those above mentioned which have been included in the list of restricted exports from the United States will be freely licensed for export to Canada by the Exports Administrative Board without any special details being required from the Canadian importer. The United States shipper in all cases should make the application before exporting to Canada.

FORM A-3.

5. Duplicate copies of form A-3 should be prepared covering each order and forwarded to the Priority Branch, Department of Trade and Commerce, Ottawa. Upon being recommended, one copy is returned to the Canadian importer, who forwards it to the United States shipper, who fills in the first page and files the same with the Exports Administrative Board, 1435 K street, N.W., Washington, D.C.

(a) The Canadian user of the goods proposed to be imported should fill in the answers to the questions on page 2 as fully as possible and sign the affidavit on page 4. In forwarding the application to Ottawa an accompanying letter should be sent stating the commodity and quantity covered by the order.

(b) Complete evidence by letter from the Government department in Canada interested, or others, must be submitted in every case, verifying the claim that the goods are for war purposes or will directly contribute thereto. It is, therefore, advisable for the Canadian importer to write to the Canadian Government department concerned, at or before the time the application is sent to the Department of Trade and Commerce, asking them to write to the Priority Branch of the Department of Trade and Commerce at once, if possible, supporting the application.

(c) It is also permissible and sometimes more convenient when a Canadian importer places an order in the United States that he should at the same time request the United States shippers to make out duplicate copies of form A-3 (if the goods are for war purposes), filling in the first page and only returning same to the Canadian importer, who can thereupon fill in page 2 and the affidavit on page 4 and forward same to the Department of Trade and Commerce. This procedure is especially advised, as the United States authorities ask that a separate application be filed covering *each consignment*.

(d) If the form has already been filled in by the United States shipper, the Department of Trade and Commerce, after endorsing the application received from the Canadian importer, if so requested will forward one copy direct to the Exports Administrative Board at Washington, otherwise the form will be returned after endorsement to the Canadian importer to be sent to the United States shipper.

(e) In the case of the shipment of any of the articles destined for war purposes (as enumerated in clause 3 of this memorandum, application for the export of which is required to be made on form A-3) from Canada to any of the Allies via the United States, the Canadian exporter will be required to have the form certified to by the representative in the United States of the country of destination.

(f) The Deputy Minister of Trade and Commerce, Ottawa, has been named, so far as Canada is concerned, as the representative of the country of destination, authorized to make the recommendations indicated on page 4 in connection with shipments to Canada.

FORM A-2.

6. Form A-2 must be made out wholly by the United States shipper when the goods are destined to Canada or other countries, but in the case of goods in transit through the United States to or from Canada it should be made out by the forwarding agents in the United States of the Canadian firm interested.

(a) While the information as set forth in clause 4 is correct from the latest advices received from Washington, yet it is not possible to know what future changes may be made, hence until further notice the list of articles in clause 3, in connection with which form A-2 is to be used, may be regarded as correct. Should any shipments of other commodities be held up, however, the Canadian importer should notify the United States shipper to make application to Washington. Should such application fail, the Department of Trade and Commerce will assist in the manner set forth in clause 6 (b).

(b) As there is no space indicated on form A-2 in which details of the application are to be inserted (as on page 2 of form A-3) in the case of goods to be exported from the United States to Canada, Canadian importers are required to furnish the Priority Department of the Department of Trade and Commerce with full information under sworn affidavit, in duplicate, as to the commodity, quantity, United States shipper, purposes, consequences if application refused, etc., etc., so that if necessary such application on form A-2 can be supported by the Priority Branch of the Department of Trade and Commerce.

7. This form will only apply in the case of goods shipped from Canada *via United States ports* to neutral countries. The same procedure as indicated in 5 (e) should be followed.

SUPPLY OF FORMS.

8. Copies of all application and instruction forms may be secured at any of the following district or co-operative offices of the Bureau of Foreign and Domestic Commerce, Department of Commerce, of the United States, or from the Division of Export Licenses of the Bureau in Washington, D.C.:—

New York—Bureau of Foreign and Domestic Commerce, 409 Customhouse.

Boston—Bureau of Foreign and Domestic Commerce, 1801 Customhouse.

Chicago—Bureau of Foreign and Domestic Commerce, 504 Federal Building.

St. Louis—Bureau of Foreign and Domestic Commerce, 402 Third National Bank Building.

New Orleans—Bureau of Foreign and Domestic Commerce, 1020 Hibernia Bank Building.

San Francisco—Bureau of Foreign and Domestic Commerce, 307 Customhouse.

Seattle—Bureau of Foreign and Domestic Commerce, 848 Henry Building.

Copies can also be obtained from the Priority Branch of the Department of Trade and Commerce, Ottawa, and also from the Board of Trade at Vancouver, Winnipeg, Hamilton, Toronto, Montreal, St. John, and Halifax.

SPECIAL NOTICE.

9. Persons in Canada using the various forms are requested to read carefully the special information printed on each of the forms. Failure to do this has already resulted in unnecessary correspondence and vexatious delays.

F. C. T. O'HARA,
Deputy Minister.

The Department of Trade and Commerce,
Ottawa, Canada.

AUSTRALIA.

FROM REPORT OF TRADE COMMISSIONER.

(Mr. D. H. Ross.)

MELBOURNE, July 24, 1917.

REVIEW OF AUSTRALIAN TRADE—PART IV.

FISH, FOOD PRODUCTS, SPIRITS, MEDICINES, DRUGS, FURS AND FUR APPAREL, FOOTWEAR, DRY GOODS, RUBBER AND RUBBER GOODS, CARBIDE OF CALCIUM AND CEMENT.
IMPORTATIONS OF FISH IN 1914-15 AND 1915-16.

The figures relating to the extent and values of the imports of fish into Australia for the year 1915-16, with those for the previous year, are recapitulated thus:—

Totals Fish Imported.	1914-15.		1915-16.	
	Quantities. Lbs.	Values. £	Quantities. Lbs.	Values. £
Fresh, or preserved by cold process.. . .	3,025,634	65,741	2,886,333	68,676
Potted, concentrated or caviare.. . . .	.....	38,552	.....	54,414
Preserved in tins, jars, etc..	21,728,525	660,693	23,894,834	755,286
Smoked or dried (not salted).. . . .	345,878	10,544	170,988	7,763
Fish, other free.. . . .	.....	.....	248	6
	Cwts.		Cwts.	
Unspecified fish	12,389	26,597	8,874	25,099
Oysters (from New Zealand)	6,353	4,187	4,736	3,040
Total values, 1914-15 and 1915-16.. . .	.....	806,314	.....	914,284
Total value, 1914-15.. . . .	.....	.....	.....	806,314
Increase imports, 1915-16.. . . .	.....	.....	.....	107,970

A comprehensive report upon the Australian importations of fish appeared in *Weekly Bulletin* No. 621, to which the attention of Canadian fish cannery and packers was especially drawn by the Department of Trade and Commerce, Ottawa.

Imports of Fish from Canada.

To illustrate the trend of the Australian importations from Canada in 1915-16, as compared with 1914-15, the following comparative table has been prepared:—

	1914-15.	1915-16.	+Increase. —Decrease.
Fish, fresh or in cold process.. . . .	£ 218	£ 136	—£ 82
“ preserved in tins.. . . .	84,985	133,363	+ 48,378
“ unspecified, n.e.i.. . . .	382	1,617	+ 1,235
Total.. . . .	£85,585	£135,116	£49,531

Imports of Fish, Preserved by Cold Process.

The countries of origin, extent of imports, and values of fish enumerated, landed in Australia from oversea countries in 1914-15 and 1915-16, are as follows:—

	1914-15.	1915-16.	+ Increase. — Decrease.
Fish, preserved by cold process—			
United Kingdom.. . . .	£38,671	£27,438	— £11,233
Canada.. . . .	218	136	— 82
New Zealand.. . . .	26,082	40,437	+ 14,355
United States.. . . .	.....	110	+ 110
Russia.. . . .	373	.....	— 373
South Africa.. . . .	373	.....	— 373
Other.. . . .	24	11	— 13
Pacific Islands.. . . .	.....	536	+ 536
China.. . . .	.....	8	+ 8
	£65,741	£68,676	+ £ 2,935
Fish potted, concentrated, etc.—			
United Kingdom.. . . .	£38,149	£51,258	+ £13,109
United States.. . . .	.....	1,651	+ 1,651
Other.. . . .	403	237	— 166
Alaska.. . . .	.....	1,268	+ 1,268
	£38,552	£54,414	+ £15,862
Fish, smoked or dried, not salted—			
United Kingdom.. . . .	£ 4,723	£ 1,850	—£ 2,873
Norway.. . . .	590	106	— 484
China.. . . .	4,911	4,984	+ 73
Other.. . . .	320	823	+ 503
	£10,544	£ 7,763	+ £ 2,781
Fish, unspecified, n.e.i.—			
United Kingdom.. . . .	£ 8,384	£ 878	— £ 7,506
Canada.. . . .	382	1,517	+ 1,235
China.. . . .	3,102	2,374	— 728
Norway.. . . .	7,378	6,632	— 746
United States.. . . .	5,928	12,065	+ 6,137
Alaska.. . . .	1,042	1,223	+ 181
Other.. . . .	381	310	— 71
	£26,597	£25,099	— £ 1,498

Imports of Canned Fish.

The extent and values of the Australian importations of canned fish in 1914-15 and 1915-16 are, for general information, submitted herewith:—

Country of origin.	1914-15.	1914-15.	1915-16.	1915-16.
	Quantities. Lb.	Values. £	Quantities. Lb.	Values. £
United Kingdom.. . . .	7,092,639	129,310	2,931,974	73,524
Canada.. . . .	2,311,506	84,985	4,634,942	133,363
Hong Kong.. . . .	58	2	194	6
New Zealand.. . . .	155,353	10,697	156,285	10,187
South African Union.. . . .	78,260	2,887	64,347	2,219
Straits Settlements.. . . .	241	4	491	13
Other British.. . . .	312	25	431	23
Alaska.. . . .	1,152,157	33,300	1,057,409	29,136
China.. . . .	207,511	8,112	216,913	7,915
Denmark.. . . .	12,838	675	8,592	420
France.. . . .	23,446	2,128	18,155	1,526
Germany.. . . .	1,947	192	6,199	216
Italy.. . . .	5,619	182	6,721	282
Japan.. . . .	138,837	6,031	205,653	8,757
Netherlands.. . . .	3,651	240	.....	—
Norway.. . . .	3,660,953	158,450	2,239,578	107,220
Portugal.. . . .	352,174	15,814	477,620	22,614
Russia.. . . .	41,904	1,185	8,217	183
Spain.. . . .	.....	.....	5,899	293
Sweden.. . . .	42,093	1,860	14,382	487
United States.. . . .	6,444,128	204,515	11,839,324	356,827
Other foreign.. . . .	2,898	99	1,317	72
East Indies: Java.. . . .	.....	.....	191	3
Total imports.. . . .	21,728,525	660,693	23,894,834	755,286

IMPORTS OF FOOD PRODUCTS, SPIRITS, ETC., FROM CANADA.

The following compilation has been prepared to illustrate the imports from Canada in 1914-15 and 1915-16, showing increases and decreases, of food products, oilmen's stores, spirits, etc.

In *Weekly Bulletin* No. 636 there appeared a report upon the interchange of primary products between Canada and Australia. As Australia is a large producer of food products, the trade, except when abnormal climatic conditions are experienced, is unlikely to show much expansion.

Appended are the figures relating to the imports, under this heading, in 1914-15 and 1915-16:—

	Value. 1914-15.	Value. 1915-16.	+Increase. —Decrease.
Butter.. . . .	.....	£13,570	+£13,570
Cheese.. . . .	£ 152	105	— 47
Sausage casings.. . . .	4,662	1,831	— 2,831
Confectionery, n.e.i.. . . .	18	217	+ 199
Apples, fresh.. . . .	17,094	1,987	— 15,107
Fruits, dried, other.. . . .	48	70	+ 22
“ n.e.i., fresh.. . . .	346	69	— 277
Potatoes.. . . .	.....	5,994	+ 5,994
Oats.. . . .	5	.....	— 5
Flour (wheat)	257	2,732	+ 2,475
Oatmeal and rolled oats.. . . .	3,872	3,399	— 473
Cereals prepared, n.e.i.. . . .	4,352	1,403	— 2,959
Hops.. . . .	21	52	+ 31
Infants' foods.. . . .	48	20	— 28
Oilmen's stores.. . . .	2,515	2,172	— 343
Whisky, bottled.. . . .	1,288	2,309	+ 1,021
“ bulk.. . . .	129	.....	— 129
Ale, beer and porter bottled	29	.....	— 29

IMPORTS OF MEDICINES, DRUGS, AND SUNDRIES.

The Australian imports of medicines (exclusive of drugs, chemicals, acids, etc.) in 1915-16 are given at £339,892, of which the United Kingdom is credited with £194,909, the United States with £113,704, and Canada with £6,187. The total increase of imports from those of the previous year was £16,761. The trade in medicines and lines of drugs and sundries credited to Canada in 1914-15 and 1915-16 is shown thus:—

	Value. 1914-15.	Value. 1915-16.	+ Increase. —Decrease.
Medicines.. . . .	£4,311	£ 6,187	+ £1,876
Fluid extracts, etc..	2,541	2,473	— 68
Medicinal opium.. . . .	216	3	— 213
Spirits, perfumed, etc.	36	40	+ 4
Pharmaceutical lines	511	4,184	+ 3,673
Perfumes	94	117	+ 23
Toilet soaps.. . . .	127	181	+ 54
Soap, n.e.i.. . . .	1	.....	— 1
Bottles, n.e.i.. . . .	186	.....	— 186
Dental, etc., instruments.. . . .	413	363	— 50
Total.. . . .	£8,436	£13,548	+ £5,112

IMPORTS OF APPAREL OF FUR AND FUR SKINS.

Weekly Bulletin No. 540 contained full particulars of how the Australian trade in imported fur skins and in fur apparel is conducted in normal years. During the last year the principal one of the largest fur apparel manufacturing companies in Australia visited Canada, purchased considerable quantities of fur skins, and made arrangements for future supplies.

The Australian imports of fur apparel and fur skins in 1914-15 and 1915-16 are tabulated thus:—

	1914-15.	1915-16.	+ Increase. —Decrease.
Imports of fur apparel.. . . .	£56,950	£55,773	— £1,177
“ “ skins.. . . .	14,290	18,382	+ 4,092
Total.. . . .	£71,240	£74,155	+ £2,915

Fur Apparel.

	1914-15.	1915-16.	+ Increase. —Decrease.
United Kingdom.. . . .	£53,808	£50,020	— £3,788
Canada.. . . .	57	.....	— 57
Germany.. . . .	380	.....	— 380
United States.. . . .	1,562	2,197	+ 635
France.. . . .	593	2,290	+ 1,697
Russia.. . . .	.....	572	+ 572
Japan.. . . .	.....	243	+ 243
New Zealand.. . . .	.....	268	+ 268

Fur Skins (Dressed or Prepared).

	1914-15.	1915-16.	+ Increase. —Decrease.
United Kingdom.. . . .	£4,917	£6,935	+ £2,018
Canada.. . . .	613	1,850	+ 1,237
Russia	4,769	5,253	+ 484
Germany	2,311	.....	— 2,311
France	1,035	1,278	+ 243
United States.. . . .	219	2,333	+ 2,114

DRY GOODS, TEXTILES, CORSETS, ETC.

Weekly Bulletin No. 601 contained a detailed report upon the Australian dry goods trade in 1915, concerning which considerable interest has been taken in Canada.

Comprehensive sample collections of corsets, underwear, hosiery and allied goods of Canadian manufacture have during the last year been shown to wholesale importers. Several initial shipments have opened up satisfactorily and repeat orders for larger quantities have been given.

The chief items of Canadian dry goods in 1915-16 were corsets, £33,990; hosiery, £3,435; apparel, £7,250; textiles, £4,787; piece-goods, £1,461; sewing silks, £4,606; curtains, £638; blankets, £653; mats and matting, £1,270, and quite a varied number of articles of less value.

IMPORTS OF RUBBER GOODS AND RUBBER.

The total importations in mechanical rubber goods (excluding waterproof cloth and footwear) into Australia in 1915-16 are valued at £775,531. The chief countries of origin were: United Kingdom, £155,537; United States, £475,688; Canada, £66,855; France, £47,578, and Italy £20,814. The imports of rubber, hard rubber sheets, waste, elastics and surgical rubber goods were given at £499,491. The principal countries of supply were: Brazil, £182,001; Ceylon, £129,324; Straits Settlements, £55,814; United Kingdom, £41,502; Peru, £20,833; Samoa (German), £20,378, and Java, £13,798.

Imports of Rubber Goods from Canada.

1913, Australian imports from Canada.	£40,274
1914-15, Australian imports from Canada.	36,393
1915-16, Australian imports from Canada.	67,006

IMPORTS OF LEATHER AND RUBBER FOOTWEAR.

The values of footwear imported into the Commonwealth, under the several classifications in 1914-15 and 1915-16 are, for general information, tabulated thus:—

	1914-15.	1915-16.	+ Increase. — Decrease.
Boots, shoes, slippers, etc., n.e.i.	£520,112	£307,870	— £212,242
Goloshes (rubbers), sand shoes and boots.	88,759	58,419	— 30,340
Gum and wading boots.	5,253	5,583	+ 330
Slipper forms and goods for slippers, etc.	8,159	6,116	— 2,043
Uppers and tops, soles, etc.	1,982	2,631	+ 649
Boots and shoes, minor articles for.	142,818	193,740	+ 50,922
	<u>£767,083</u>	<u>£574,359</u>	<u>£192,724</u>

In leather boots, shoes and slippers the United Kingdom contributed £250,844; the United States, £36,346; Switzerland, £13,364, and Canada £63. In goloshes (rubbers), sand shoes and boots, the United Kingdom was credited with £33,014; the United States, £17,509, and Canada, £7,062. In gum and wading boots, the chief sources of supply were the United States, £5,252; the United Kingdom £135, and Canada £196.

Minor articles, such as buttons, clasps, buckles, etc.—not entirely for boots and shoes—the United Kingdom contributed £68,026; Japan, £47,738; Italy, £27,049; the United States, £24,999, and France, £17,457.

IMPORTS OF CARBIDE OF CALCIUM.

The quantity of carbide of calcium imported into Australia in 1915-16 was 237,143 cwt. (112 pounds), as compared with 234,923 cwt. in 1914-15. The imports from Canada decreased from 46,452 cwt., valued at £27,317 in 1914-15 to 37,223 cwt., valued at

£16,865 in 1915-16. Norway continued to occupy the premier position, but decreased the value of its exports from £97,165 in 1914-15 to £92,381 in 1915-16, a decrease of £4,784. Canadian carbide has an excellent reputation and is firmly established in the Australian trade.

	1914-15.	1915-16.	+ Increase. — Decrease.
United Kingdom.. . . .	£ 32	£ 47	+ £ 15
Canada.. . . .	27,317	16,865	— 10,452
Germany.. . . .	369	.....	— 369
Norway.. . . .	97,165	92,381	— 4,784
Sweden.. . . .	13,311	9,170	— 4,141
United States.. . . .	811	108	— 703
Japan.. . . .	28	.....	— 28
East Indies, Java.. . . .	.....	144	+ 144
	<u>£139,033</u>	<u>£118,715</u>	<u>— £20,318</u>

IMPORTS OF PORTLAND CEMENT.

The imports of Portland cement in 1914-15 were 1,407,099 cwt., valued at £169,834, and in 1915-16 were 1,516,858 cwt., valued at £227,944. The principal suppliers of Portland cement were:—

	Cwt.	1915-16.
United Kingdom.. . . .	496,259	£79,760
Japan.. . . .	278,149	42,435 +
Denmark.. . . .	287,139	37,593
New Zealand.. . . .	139,108	22,846
Hong Kong.. . . .	113,645	16,111
China.. . . .	104,985	14,206
Norway.. . . .	75,696	10,075

IMPORTS OF PLASTER OF PARIS.

In 1914-15 the imports of plaster of Paris were 177,898 cwt., valued at £33,265. In 1915-16 the imports were 192,388 cwt., valued at £49,585, the principal supplies coming from the following countries:—

	Cwt.	1915-16.
United States.. . . .	98,753	£21,580
United Kingdom.. . . .	57,020	17,200
Canada.. . . .	33,301	7,909
Japan.. . . .	913	1,779

To meet the trade requirements, the plaster must be dead white. Owing to the high freights, Canadian companies interested in plaster and cement have recently been unable to quote competitive landed costs. The abnormal importing charges have caused several Australian manufacturers to start the plaster industry, the largest company having their works near Adelaide.

NOTE.—Part V (and last) of this report will be published in the next issue of the *Weekly Bulletin*.

AUSTRALIA.

REPORT OF THE COMMERCIAL AGENT FOR NEW SOUTH WALES.

(Mr. B. Millin.)

SYDNEY, N.S.W., August 2, 1917.

TRADE AND INDUSTRY OF NEW SOUTH WALES.

All importing houses are pursuing a policy of carefully conserving stocks, and each day sees advances in spot prices.

Business during the last month was mainly centred upon efforts to lay in supplies of goods which are expected to be shortly unobtainable, or obtainable only at an enhanced cost.

Holders of stocks naturally raised their selling quotations accordingly, and merchants were compelled, on account of present or expected scarcity, to restrict the delivery of orders where such apparently exceeded what would be normal requirements, and often those which were not above normal.

Australian-made goods generally are advancing in price, but not at the same rate as imported lines. The scarcity of tinned plates and the shortage of bottles are seriously affecting groceries' manufacturers.

The position in regard to many lines of hardware and especially with regard to builders' ironmongery is becoming acute.

The problem of exports is also growing more serious. It is stated that there are accumulations for export in Australia sufficient to fill fifteen refrigerating steamers and 540 cargo steamers.

Good rains have fallen during the month, and have greatly benefited some of the wheat areas, though on the other hand, the wet weather caused much damage to wheat, which, owing to the mice plague, was being rebagged, and was exposed.

NEW SOUTH WALES SHEEP STATISTICS.

The Government statistician has just issued official statistics estimating the result of the autumn and winter lambing. The total estimated number of ewes in the state on December 31, 1916, was 17,793,000, and it is estimated 9,248,000 lambs were dropped, equal to 74 per cent.

The present season is much more favourable than the last pasturage, owing to the good average rains which have fallen, being exceptionally good in the greater part of the state. The next highest lambing was 8,857,000 in 1914.

The activity of sheepmen is due to the high prices ruling for wool and mutton, and the fact that live stock are looked upon as a better proposition just now than cultivation. The stage of development when the two will be more thoroughly combined has apparently not yet arrived. As it is, the position is gratifying, as in every way it is imperative to stock up again as quickly as possible.

The total number of sheep in the state shows an unfortunate shrinkage when the figures for the last ten years are considered. This of course is due to the ravages of drought a few years ago. From a total of 46,202,505 in 1909 there was a shrinkage to 32,600,000 at June 30, 1916. For a country where wool and meat production count, this is an unsatisfactory development, and hence the efforts that sheepmen are making to replenish their flocks.

NEW SOUTH WALES WOOL MARKET.

The decision of the British Government to take over the new clip of wool at the same price and on similar conditions to the last purchase is very satisfactory news to wool growers.

It is stated that the purchase will run into fully £240,000,000 for the whole of the Australian wool clip.

It is a fortunate thing for Australia that the principal staple product is such a valuable asset in these days of devastating war and it is doubly fortunate that a commodity so absolutely essential can be placed at the disposal of Great Britain and the Allies.

Now that the future policy in connection with the handling of the forthcoming clip is known, selling brokers are making their arrangements for an early appraisalment.

Shearing has already commenced in some of the early sheds and a small quantity of wool has arrived in Sydney.

Perhaps the most important point in the purchase is that in regard to conditions. Last season's payment was made 14 days after final appraisalment and the same will obtain again.

It is estimated that there will not be a very large increase in the quantity of wool produced for the season over that of last season.

The chief trouble to contend with is that of shipping the wool but there is plenty of storage available should it not be possible to ship the wool. It is estimated that there are still 100,000 bales awaiting shipment from last season.

A proposal has been made to ship to Canadian and United States ports, thence overland, and across the Atlantic, but no definite conclusion has been arrived at.

COST OF PRODUCING WHEAT IN NEW SOUTH WALES.

At the annual conference of the Farmers and Settlers Association of New South Wales, recently held at Sydney, the question as to the cost of profitably producing wheat in the state was discussed. A resolution was passed to the effect that any price under four shillings per bushel at country railway stations would not be profitable to the producer. It was stated during the discussion that a few years ago wheat could be profitably produced at three shillings per bushel, but, owing to the cost of labour and material having increased so enormously of late years, this amount is no longer adequate.

At present it is very difficult to forecast the acreage of wheat land under cultivation this year, but it is generally expected by competent judges that there will be a very considerable reduction in the total.

NEW SOUTH WALES RABBIT INDUSTRY.

Owing to the lack of shipping accommodation many rabbit freezing works in the state have had to close down. The rabbit industry has reached record dimensions this season and it is stated that trappers have been averaging £3 to £12 per week. So many rabbits have been sent to Sydney that the cold stores are quite full and steps are now being taken to build temporary accommodation for the storage of butter and other food products.

OVERSEA EXPORTS FROM SYDNEY.

The following table gives the quantities of some leading oversea exports from Sydney for the year 1916-17, compared with 1915-16:—

	Year. 1915-16.	Year. 1916-17.	+ Increase. — Decrease.
Wool. bales.	834,105	584,893 —	249,212
Skins. packages.	34,852	22,453 —	12,399
Hides. number.	236,238	53,449 —	182,789
Tallow. casks.	13,815	23,740 +	9,925
Leather. packages.	13,869	12,326 —	1,543
Meats, preserved. cases.	65,437	128,600 +	63,163
Mutton. carcasses.	569,716	605,085 +	35,370
Beef. pieces.	3,704	50,771 +	47,067
Hoofs and bones. cwt.	9,047	11,700 +	2,653
Horns. number.	439,341	339,187 —	100,154
Butter. boxes.	64,341	437,286 +	372,945
Rabbits. pairs.	9,488,842	10,704,410 +	1,215,568
Wheat. centals.	6,328,959	10,726,109 +	4,397,120
Flour. centals.	818,832	1,688,139 +	800,307
Timber. super. feet.	1,933,344	2,394,219 +	460,875
Gold. £	9,179,000	 —	9,179,000

The heavy reductions shown under wool, skins, and hides are a disappointment, as increased quantities were available for shipment. The shortage of shipping, combined with restrictions or embargoes on exportations of some of the items, was the main cause of decreased values.

RUSSIA IN ASIA.

REPORT OF TRADE COMMISSIONER.

(*Mr. L. D. Wilgress.*)

OMSK, SIBERIA, July 10, 1917.

THE PORT OF NICOLAIEVSK-ON-AMUR.

The congestion of goods at Vladivostok has drawn the attention of shippers to the port of Nicolaievsk, at the mouth of the Amur river. Owing to the demands of the war and the closing of the Baltic and Black Sea ports, the amount of merchandise imported through Vladivostok has greatly increased as compared with pre-war times. Thus the value of the goods arriving at this port from overseas countries during the eleven months to the end of November, 1916, amounted to 697,889,000 roubles, whereas before the war this figure never exceeded 80,000,000 roubles. The railway and port facilities, although greatly enlarged, have been unable to cope with the large quantity of merchandise arriving for transshipment into the interior. In order to relieve the resulting congestion, efforts have been made to divert a part of this traffic to other channels of trade. Attention has naturally been attracted to the Amur River system, which affords communication with the interior as far as Stretensk, a distance of 2,000 miles, from whence shipments may be forwarded by the Trans-Siberian railway. At the mouth of the river the port of Nicolaievsk-on-Amur provides accommodation for ocean-going vessels. This port was officially opened on June 1, 1916, and, with the completion of the development works now being undertaken, should become one of the leading ports of the Far East. It may, therefore, be of interest to outline the facilities afforded by this port for the shipment of merchandise to and from

NOTE.—Par value of rouble = 51·5 cents.

Russia and Northern China, especially with regard to the future development of trade with Canada. It is probable that Canadian exporters may desire to take advantage of these facilities during the season of 1918.



Advantages of the Amur Route.

The importance of the port of Nicolaievsk-on-Amur is due to its situation near the mouth of the Amur river, which with its tributaries affords water communication for a great distance into the interior. This may be seen from a glance at the map of Eastern Siberia accompanying this report. The Amur is navigable for small river steamers up to the town of Stretensk, which point is connected by rail with the main Siberian line. The distance by rail from Stretensk to Omsk, the most important commercial centre of Western Siberia, is 2,438 miles, whereas from Vladivostok the distance is 3,636 miles. There is, therefore, a saving of a rail haul of 1,198 miles on shipments by way of Nicolaievsk-on-Amur, in place of which there is a water carriage of 2,000 miles up the Amur to Stretensk and transshipment at that point from river craft to railway cars. Steamers double the size of those sailing to Stretensk can proceed up the river to the important commercial towns of Khabarovsk and Blagoveschensk. The Sungari river, after flowing through Northern Manchuria falls into the Amur not far from Khabarovsk and is navigable to Harbin, thereby rendering possible the carrying on by water of a considerable transit business to and from Northeastern China. The excellent water communication afforded by these rivers should therefore attract to Nicolaievsk-on-Amur a large share of the transit trade which at present passes through the ports of Vladivostok and Dairen.

Transport Facilities Available.

The total quantity of goods which can be carried during the season of navigation from Nicolaievsk to Stretensk by the river vessels at present available may be roughly estimated at 126,000 short tons. The greater part of the steamer and barge fleet on

the Amur is concentrated in the hands of two large concerns. The oldest transport company operating on the river is the Amur Steamship and Trading Company, while a syndicate of most of the other owners of steamers and barges was recently formed under the name of the "Amur Trading Fleet." There are altogether 255 vessels operating under steam, this total comprising fast passenger boats, cargo steamers and tugs, with a total carrying capacity of 27,000 short tons. In addition there are 91 barges, with a total cargo capacity of 54,000 short tons. The total carrying capacity of the above fleet for the transportation of transit goods with the full guarantee of steam facilities amounts per trip to approximately 63,000 short tons. Since the voyage from Nicolaievsk to Stretensk and back occupies on the average about 40 days, two trips may be made without difficulty during the season of navigation. Account should also be taken of the fleet of the Chinese Eastern Railway, operating on the Sungari river and consisting of 39 steel barges and 14 steam towing vessels, with a carrying capacity totalling 78,000 short tons. With this fleet also available, it should be possible to transport 216,000 short tons of transit goods during the period when the river is open, thereby relieving the congested port and railway facilities on the Vladivostok route of this amount of cargo.

Opening of the Port.

The port of Nicolaievsk-on-Amur was used to a certain extent before the war. The Rickmers Line of Hamburg carried regular cargoes to the port every summer for a number of years, while direct shipments of American agricultural and other machinery were also landed for transshipment into the interior. A coastal service was provided by the ships of the Russian volunteer fleet. The goods landed at the port consisted for the most part of tea, salt for the fisheries, together with a limited import of iron and steel and miscellaneous manufactures and condensed milk, while the export cargoes were chiefly comprised of soya beans, lumber and fish. The port, however, received no official recognition as such until the outbreak of the war. The heavy demands upon the railway and port facilities of Vladivostok made it imperative to take steps to relieve the resulting congestion. The Government therefore decided to utilize the facilities afforded by the Amur river for the transit of goods imported into Russia from the United States, Canada and other countries and towards the close of the year 1915 announced its intention of developing the port of Nicolaievsk-on-Amur. The sum of 1,000,000 roubles was set apart as a first instalment towards the cost of constructing a first-class seaport. The port was officially opened on June 1, 1916. The Ministry of Ways and Communications allotted up to twenty-five railway cars a day for the forwarding of goods transported by the river to Stretensk, on the condition that preference be given to the conveyance of cotton, machinery, metals and tanning extracts. Arrangements were also made for special railway rates in connection with foreign goods imported by this route. In spite of these inducements the facilities afforded by the port were not availed of during the season of 1916 to the extent anticipated. It is reported, however, that this year a number of vessels are expected to arrive with cargoes from North America and other countries. This traffic should increase as the advantages of shipment by this route become more apparent.

Harbour Facilities.

The town of Nicolaievsk-on-Amur is situated thirty miles from the river estuary. The fairway is considered capable of being made into one of the finest harbours in the Far East. Development work has been carried on continuously during the past year and a half. Piles have been driven and wharves and warehouses constructed, so that at the present time there are ample facilities for the handling of all prospective cargoes that are likely to arrive at the port. An excavator dredge has been deepening the river bed alongside the wharves, so as to enable ocean steamers to discharge with-

out having recourse to lighterage. A larger dredge has commenced work on the bar of the river, which hitherto has been the principal drawback to the port. The project calls for a channel with a minimum depth of 24 feet from Nicolaievsk to the sea. This should obviate the necessity of larger vessels having to lighten their cargoes outside the bar before proceeding up the stream.

The rate of discharging cargo at Nicolaievsk-on-Amur at the present time amounts to 4 copecks per 36 pounds, the scale of wages having recently risen owing to the demands of the labouring classes. With exchange at par, the above rate would be the equivalent in Canadian currency of 2 cents per 36 pounds, but at the present rate of exchange is the equivalent of half that amount. Transit goods which have to be discharged into lighters or warehouses and reshipped into river steamers are charged 25 copecks per 36 pounds for all expenses from steamer to steamer. Normally this rate would be the equivalent of 12½ cents per 36 pounds, but at the present time works out at only a little over 6 cents per 36 pounds.

In order to facilitate the forwarding of transit goods arriving at Nicolaievsk-on-Amur, the customs authorities have granted special privileges, which will avoid delays both in the case of dutiable and non-dutiable goods. Dutiable goods for Siberia and European Russia will be allowed to go forward at once on the guarantee of the forwarding firm that the duty will be paid by the consignee. Foreign goods in transit to Harbin and destined for points in China will also be forwarded without delay.

Return Freights.

Vessels discharging transit goods at Nicolaievsk-on-Amur will be able to load return cargoes of Siberian and Manchurian products brought down the river to the port. The town should also become an important centre in connection with the lumber and fishing industries of the Russian Far East. Up to the present only one saw-mill has been established and little interest has been taken in the export of lumber abroad. The proposal has, however, been made to provide a special timber harbour above Nicolaievsk where ships will be able to load cargoes for export. In view of the forest resources of the Amur River basin and the length of the streams suitable for the floating down of timber, this trade presents excellent prospects for future development. Nicolaievsk is also the centre for the lower Amur River fisheries, which are the most prominent in the Russian Far East. About 50 varieties of fish are caught, salmon being the principal with sturgeon next in importance. Herring are caught in the sea, the bulk of the catch being exported to Japan to be used for the production of fertilizers. The fisheries controlled by organized capital are concentrated near the mouth of the river. A foreign firm has recently secured the concession for the largest fishery in the district and has made contracts with the Government for the erection of hatcheries. In 1907 two salmon canneries were established near Nicolaievsk, but at present only one is in operation. This industry, however, is expected to develop to a great extent with the falling off in the demand for salt fish for the army. After fishing, gold mining provides the most employment for the population of the district, one-third of the output being produced by a British firm. Mention may also be made of the soya bean traffic from Manchuria, which should provide a considerable amount of return freight for ships calling at Nicolaievsk-on-Amur.

Relation to Canadian Trade.

The inauguration of the port of Nicolaievsk-on-Amur is not without significance to Canadian trade. In connection with the export of war supplies to Russia, an alternative route is thereby provided, which avoids the delays and uncertainties at present involved in the shipment of merchandise through Vladivostok. With regard to permanent trade, a reference to a map of the Pacific ocean will show the favourable position in which Canada is placed for trade with Nicolaievsk. This port is situated

on almost the same parallel of latitude as Prince Rupert. The steaming distance between the two ports is approximately 3,600 nautical miles, whereas Prince Rupert to Vladivostok the distance is 3,921 nautical miles. Nicolaievsk-on-Amur is therefore the nearest port to Canada in the Far East. Similarly the Canadian ports of Vancouver and Prince Rupert are situated at shorter steaming distances from Nicolaievsk than are any other of the leading ports of North America to Europe. It may therefore be expected that this port will play an important part in the future development of Canadian transpacific trade with Russia.

It is desired to take this opportunity of acknowledging the courtesy shown by the British firm of B. Hayton Fleet, Nicolaievsk-on-Amur, Eastern Siberia, in supplying a large part of the information embodied in the above report.

SOUTH AFRICA.

REPORT OF TRADE COMMISSIONER.

(*Mr. W. J. Egan.*)

CAPE TOWN, July 3, 1917.

CENSUS OF PRODUCTION.

The Census Act, passed two years ago, providing for an industrial census of the Union, is being put into operation.

Under the Act the onus is thrown upon the manufacturers to apply to the proper department for a census form.

The penalties are heavy and the Act gives the Government full powers to obtain the information sought.

Some idea of the necessity for an industrial census is shown by the report of the Select Committee on Production, presented to Parliament this week. The report states: "That a factory for the manufacture of sulphate of ammonia for export to Japan has existed in Natal for some years, and yet its workings and even its existence were unknown to the Department of Agriculture."

Definition of a "Factory" under the Act.

I. For the purposes of these regulations a factory shall be deemed to be and include every manufacturing or other establishment in the Union:—

1. (a) Employing four or more hands, including the proprietor or manager or other person in charge thereof; or

(b) Employing any form of motive power excluding manual labour; and

2. Engaged upon any work of production or upon any other industrial process excluding mining and quarrying, but including any industry relating to

(a) The treatment of raw material, the product of agricultural and pastoral pursuits;

(b) The extraction or treatment of oils and fat whether animal, vegetable or mineral;

(c) Process in stone, clay, glass, or such like material;

(d) Working in wood;

(e) Metal, engineering, machinery and cutlery works;

(f) The preparation, treatment or preserving of foods, drinks and condiments.

(g) The production of clothing, textile fabrics, and similar articles;

(h) Books, paper, printing and engraving;

- (i) Arms and explosives;
- (j) Vehicles (mechanically propelled or otherwise), fittings for and parts of vehicles, saddlery and harness;
- (k) Ship and boat building;
- (l) Furniture, bedding and upholstery;
- (m) Drugs, chemicals (including fertilizers and by-products), paints and varnishes;
- (n) Surgical, dental and other scientific instruments;
- (o) Jewellery, timepieces and plated ware;
- (p) Heat, light and power;
- (q) Leatherware;
- (r) Housebuilding; and
- (s) Any other matter not enumerated.

WHAT INFORMATION MUST BE FURNISHED.

II. The following shall be the matters prescribed in the return required under these regulations:—

1. Description of establishment.
2. Year to which return refers.
3. Capital.
4. Average number of persons employed during year classified according to race, sex and age.
5. Amount of salaries and wages paid to the various classes of employees during year.
6. Cost of fuel and light used during year.
7. Motive power employed.
8. Classification, quantity and value of materials used and articles produced and value of repair and other work done during year.

PLEDGE OF SECRECY.

Every officer under the Act is pledged under a severe penalty to absolute secrecy, and any information given in the strictest sense confidential as applying to individual establishments. The information may not be divulged to a minister of the Crown nor to a court of law, except in a prosecution of a person who makes default in a return under the Act. The figures will be published only in cumulative form for all establishments of each particular class.

It will be seen from the above list that there is a necessity for the census which will be helpful to the manufacturers and Parliament to ascertain the economic strength and value of South African industries.

UNION POSTAL AND TELEGRAPH RETURNS.

The report of the Postmaster General for the year 1916 is to hand. The following paragraphs are arranged from the report, showing increased revenue collections and increased service to the country in the several branches of work:—

The revenue collected during the year shows an increase under all heads as compared with 1915, with the exception of general postal revenue and commission on money orders. The decrease under the first-mentioned head is accounted for by the non-receipt before the end of the year of the surplus interest on savings bank investments, which is transferred by the Public Debt Commissioners to the Post Office. The amount involved is about £63,000, and its non-inclusion in the revenue receipts for the year has converted what would otherwise have been a satisfactory increase in postal revenue into a shortfall, as compared with the previous year, of £13,386. Money orders are steadily being supplemented in public favour by postal

orders, each year showing a decline in the former class of business, and the revenue accruing from the commission on issue of money orders shows a reduction from £20,285 in 1915 to £18,308 in 1916. Other branches of the department's business show satisfactory increases for the year; telegraphic revenue increased from £386,701 to £388,770, and telephone revenue amounted to £357,980, as compared with £316,498; these items, together with an increase of £625 in postal order and £53 in postal draft business, give a net increase on all classes of business for 1915 of £30,165, and a total revenue for the year of £1,775,689. Had, therefore, the department duly received credit before December 31 for the surplus savings bank interest above referred to, as has previously been the case, the excess revenue derived from the department's operations in 1915, viz., £94,219, would have been largely exceeded in 1916.

The expenditure for the year, after deducting the cost of administering post and telegraph offices in the Southwest Protectorate, amounted to £1,669,230, being an increase on the figures for the year 1915 of £26,192, and a decrease of £16,677 on those for 1914. Some 924 officers of the department are now on active service and their emoluments as officers of the Postal Department have been adjusted in consonance with the general arrangement under which the civil salary drawn by a public servant is reduced in proportion to the pay drawn by the individual from the Department of Defence as a member of the Union forces on active service.

On a cash basis revenue exceeded expenditure by £106,459, as compared with a credit balance of £110,955 for the year 1915. It is estimated that the free services rendered by the Post Office to other Government departments amounted to £272,488, and those rendered by other Government departments to the Post Office, £283,838.

Revenue collected for other departments during the year amounted to £692,279. Revenue stamps of the value of £239,373 and cigarette labels of the value of £200,562 were sold. Customs duty collected on parcels received by post from places overseas amounted to £172,796, and was transferred in due course to the Department of Customs and Excise. Pension warrants of the approximate value of £129,000 were cashed on behalf of the Treasury, and similar warrants of the approximate value of £55,000 were cashed on behalf of the Department of Railways and Harbours.

Savings bank transactions afford a good indication of the financial condition of the people generally, and it is pleasing to record an increase of 16,861 in the number of savings bank accounts, the figures for 1915 and 1916 being 254,361 and 271,222, respectively. The number of deposits made during the year increased by 36,746. The amount standing to the credit of depositors in the books of the department at the end of the year was £6,724,358, as compared with £6,558,819 at the end of December, 1915, an increase of £165,539. Owing doubtless to the higher rate of interest now being offered by the Treasury and by banks and other institutions, the certificate account—which is more in the nature of a fixed deposit system—shows a decline from £775,100 to £673,200, a reduction in the twelve months of £101,900.

The number of offices transacting postal business on December 31, 1916, was 2,522, an increase of 44 during the year. The number of posting receptacles, other than those at post offices, was 2,522, an increase of 44 during the year. Thirty-four were on trains and nine on mail steamers.

Oversea Parcel Traffic.

As a result of the irregularity in the ocean freight service, the oversea parcel traffic has increased in a noteworthy degree and the number of packets containing articles of merchandise has also increased considerably. The increase is most noticeable in the case of commercial parcels, business houses finding it advantageous to import supplies of goods of small bulk through the post in preference to awaiting more tardy delivery through the usual freight channels.

SUMMARIZED PARTICULARS OF SOUTH AFRICAN POSTAL, TELEGRAPH AND TELEPHONE BUSINESS, 1914, 1915, AND 1916.

Description.	1914.	1915.	1916.
Posts—			
Revenue.. £	1,015,836	1,042,325	1,928,939
Expenditure.. “	1,063,231	985,818	1,010,032
Offices open.. No.	2,451	2,478	2,522
Posting receptacles (excluding those at Post Office).. “	959	962	987
Private post bags in use.. “	3,038	3,011	3,077
Main posts running.. “	330	302	293
Branch posts running.. “	1,108	1,076	1,105
Cost of mail conveyance within the Union.. £	179,015	172,240	167,180
Cost of Ocean Mail Service.. “	145,673	142,984	155,088
Articles dealt with in Returned Letter Office.. No.	1,623,347	1,484,024	1,451,082
Money orders issued.. “	436,541	394,983	383,010
Money orders paid.. “	366,709	330,608	337,638
Postal orders issued.. “	3,458,662	3,467,201	3,681,262
Postal orders paid.. “	2,795,233	2,870,576	3,102,906
Postal drafts issued.. “	19,259	15,134	16,835
Savings bank—			
Accounts open.. No.	242,739	254,361	271,222
Amount to credit of depositors—			
In ordinary accounts.. £	5,483,908	5,783,719	6,051,158
In certificates.. “	803,200	775,100	673,200
Amounts deposited during the year (including interest).. “	3,555,326	3,579,698	3,577,534
Amount withdrawn.. “	3,828,448	3,279,888	3,310,095
Telegraphs and telephones—			
Telegraph offices open.. No.	1,602	1,656	1,695
Revenue, telegraphs.. £	356,739	386,701	388,770
Revenue, telephones.. “	278,730	316,498	357,980
Expenditure.. “	622,676	657,220	673,355
Capital account, telegraphs.. “	1,224,843	1,249,618	1,261,588
Capital account, telephones.. “	1,863,727	2,003,187	2,106,232
Miles of telegraph wire.. No.	50,352	54,256	54,031
Miles of telephone wire—			
Working.. “	85,494	97,148	104,707
Spare.. “	12,454	10,798	10,767
Miles of telegraph-telephone wire.. “	6,246	6,682	7,293
Telegrams dealt with.. “	5,998,515	6,165,568	5,692,873
Telephone exchanges.. “	400	417	422
Public call offices.. “	1,763	1,923	2,038
Exchange lines.. “	19,870	21,625	22,844
Telephones in use.. “	29,400	32,144	35,463
Telephone calls.. “	57,400,000	62,076,867	64,629,878
Total amount of money dealt with.. £	21,000,000	22,000,000	22,500,000
Revenue collected for other departments.. “	597,827	589,269	692,279
Persons fully or partially employed (excluding mail cart drivers, native runners and others).. No.	9,002	9,087	9,146

SOUTH AFRICAN IMPORTS OF TOYS, SILVERWARE, JEWELLERY AND MUSICAL INSTRUMENTS.

REPORT OF TRADE COMMISSIONER.

(Mr. W. J. Egan.)

CAPE TOWN, July 3, 1917.

Toys—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	France.	Japan.
1913..	\$333,000	.....	\$13,800	\$ 95,700	\$208,000	\$ 4,300	\$ 3,200
1915..	246,000	\$ 200	35,900	161,300	8,300	23,200	10,600
1916..	391,800	2,100	70,000	225,200	900	21,700	64,800

Through correspondence from some manufacturers and the special pamphlet on Toy Making in Canada, published by the Department of Trade and Commerce, quite a number of South African firms placed sample orders with Canadian manufacturers. Orders have also been placed on new lines during this year, 1917.

Jewellery—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	France.	India.
1913..	\$757,000	\$ 5	\$ 800	\$715,000	\$57,600	\$ 1,800	—
1915..	310,000	25	2,200	287,000	500	7,400	—
1916..	541,700	25	3,300	515,000	15	12,300	\$4,100

Silver Plate and Plateware—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Belgium.	France.
1913..	\$703,000	\$15	\$6,600	\$610,000	\$74,500	\$ 2,200	—
1915..	281,000	.....	3,900	273,400	1,250	.....	—
1916..	492,000	15	6,000	482,000	120	80	\$925

Clocks and Watches—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Switzer- land.	Germany.	France.
1913..	\$450,000	\$ 25	\$60,000	\$180,000	\$115,000	\$70,000	\$9,000
1915..	286,000	.....	68,000	105,000	108,000	750	3,700
1916..	440,000	840	89,700	145,000	184,100	325	8,500

The platedware imported from Germany was of the cheaper quality. In medium and better grade goods both plate and solid silver, the British quality and patterns are in demand.

In clocks and watches, Japan is credited with an export of \$2,800 for 1916.

Instruments, Musical—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	France.	Switzer- land.
1913..	\$872,000	\$14,700	\$50,000	\$180,000	\$601,000	\$ 5,200	—
1915..	316,000	1,950	51,800	223,400	21,300	9,700	\$2,000
1916..	423,000	9,800	95,200	280,000	6,000	10,200	8,600

Several makes of Canadian pianos are now on the market and the trade handling same say that the only reason they have not repeated is due to the increased ocean freight rates and other charges. The Canadian organ is well known and much appreciated.

Under normal trading conditions, Canadian manufacturers of pianos and organs should secure a good share of the trade. Prices must be such that they will compete with other lines that meet the requirements of the market, particulars of which were submitted in *Weekly Bulletin* No. 615.

INCREASING VALUE OF CANADIAN HARDWOODS IN CUBA.

FROM REPORT OF ACTING CANADIAN TRADE COMMISSIONER.

(*Mr. J. C. Manzer.*)

HAVANA, CUBA, September 5, 1917.

Comparatively few persons in Canada realize what a valuable asset we have in our hardwood forests of Eastern Canada. The quantities of hardwood burned every year in the process of clearing up the land in Canada is enormous and immense quantities of some of our most valuable wood such as bird's eye maple and curly birch are being used year after year for firewood for our houses. Cabinetmakers here say that they would be glad to buy our ash, birch, and maple for the manufacture of furniture and say also that these woods when made up and polished make as rich looking furniture as do the southern woods.

The price of mahogany and Cuban cedar is steadily advancing and to-day mahogany is being sold by wholesale dealers at from \$110 to \$130 per thousand and cedar from \$120 to \$140 per thousand. Some of our hardwoods such as curly birch and bird's eye maple would bring as high a price in Cuba as mahogany or cedar, and when a person uses a log of bird's eye maple or curly birch for firewood, he is probably using for fuel wood that is worth from \$75 to \$100 per thousand. In cutting timber for firewood, all hardwood logs perfectly sound, free from knots, seams, or other blemishes, that are found to have a particularly good grain should be put to one side to be sold for manufacturing purposes, and logs substituted for fuel that are seamy, hollow, knotty, or have other defects that would render them of no special value for manufacturing purposes.

Good sound ash, birch and maple lumber is in demand here for making furniture, and will sell at high prices.

This lumber should be shipped to this country in the round log as sawn hardwood lumber is liable to warp and check when coming into a hot country, which would detract greatly from its value. This lumber could be shipped in carlots to Boston or New York and thence by steamer to Havana, or could be shipped direct to Havana by rail via Key West.

FOREIGN MARKET FOR CONFECTIONERY.

(United States Commerce Reports.)

New Zealand.

Exports of confectionery and sweets from the United Kingdom have been prohibited by the British Government, and New Zealand must look very largely to American manufacturers for imports of such goods, notwithstanding the higher duty that must be paid on those shipped from the United States.

The imports for 1916 showed a substantial increase over those for 1915, while the imports of confectionery for the first three months of 1917 were valued at \$84,652, compared with \$191,258 for the first quarter of 1916. The following tables give the imports of the various classes of confectionery and sweets for 1915 and 1916, by countries of origin, with quantities and values wherever possible:—

Countries.	1915.		1916.	
Chocolates in fancy packages—	Pounds.	Value.	Pounds.	Value.
United Kingdom.. . . . .	.....	\$202,359	.....	\$285,518
Canada.. . . . .	.....	263	.....	433
Netherlands.. . . . .	.....	4,424	.....	822
Switzerland.. . . . .	.....	298,054	.....	232,716
United States.. . . . .	.....	4,876	.....	18,911
All other countries.. . . . .	.....	414	.....	10
Total.. . . . .	.....	\$510,390	.....	\$538,410
Chocolates in bulk—				
United Kingdom..	253,015	\$ 63,016	182,812	\$ 49,935
Canada..	30	10	96	29
Netherlands..	6,885	2,618	.....	2,214
Switzerland.. . . . .	.....	.....	5,404	287
United States..	837	204	960	652
All other countries..	19	49	2,418	24
Total..	260,786	\$ 65,897	191,702	\$ 53,141
Liquorice in blocks of 7 pounds and over—				
United Kingdom..	20,473	\$ 3,163	1,968	\$ 1,202
Italy..	1,942	798	3,518	1,100
Spain.. . . . .	.....	.....	3,936	1,002
Asiatic Turkey..	6,308	749	3,248	861
United States.. . . . .	.....	.....	15,406	4,341
All other countries..	364	44	267	165
Total..	29,087	\$ 4,754	28,343	\$ 8,671
Liquorice Confectionery—				
United Kingdom..	18,129	\$ 1,796	28,477	\$ 3,421
France..	560	87	1,512	453
Germany.. . . . .	.....	.....	1,120	165
Italy..	10,914	2,550	22,056	7,665
Spain..	464	122	2,581	613
All other countries..	224	48	14	10
Total..	30,291	\$4,603	55,760	\$18,327
Other Confectionery—				
United Kingdom..	694,709	\$138,452	784,483	\$183,175
Canada..	3,836	1,343	11,510	4,852
Australia..	6,214	3,888	53,271	30,975
France..	57,987	12,283	29,355	10,195
Italy..	16,725	3,480	1,019	389
Netherlands..	5,029	1,470	2,485	949
Switzerland..	531	83	24	49
China..	1,076	68	979	73
United States..	137,906	45,979	113,454	34,046
All other countries..	347	63	841	131
Total..	924,360	\$207,109	997,421	\$264,834

Increase in Chocolates from Great Britain.

It will be noted that the imports for 1916 showed an increase on the part of Great Britain and a decrease on the part of Switzerland, so far as chocolates are concerned, while in the case of unenumerated confectionery there was a gain in quantity with a marked gain in value from the United Kingdom, and a decrease from the United States.

Very good confectionery and sweets are manufactured in New Zealand from sugar that wholesales at \$110.10 per ton of 2,240 pounds. This makes it difficult for imported confectionery and sweets to compete. Unenumerated confectionery pays a duty of 4 cents per pound from the United Kingdom and possessions, and four-fifths of a cent per pound additional from all other countries. This rate includes internal-containing packages (other than plain bottles and plain trade packages). Chocolate confectionery and confectionery containing chocolate, when in plain trade packages or bulk, pay a duty of 6 cents per pound from the United Kingdom and possessions, and $1\frac{1}{2}$ cents per pound additional from all other countries. Chocolate confectionery and confectionery containing chocolate, when in fancy packages or in small packages for retail sale, pay a duty of 20 per cent ad valorem from the United Kingdom and possessions, and 4 per cent additional from all other countries. There is also a special war tax of 1 per cent, which is collected on all imports into New Zealand.

Americans Should Find Larger Market.

It would seem that if American manufacturers of confectionery and sweets would offer this trade some good, reliable confectionery, properly packed and prepared for sale in a moist climate, there should be an increased market for American supplies in New Zealand.

Imported chocolates in fancy packages retail here at \$0.97 to \$1.33 per pound, while chocolates in boxes made in New Zealand retail at 48 cents per pound. Imported chocolates in bulk retail in New Zealand at 60 cents per pound, and those made locally at 48 cents. Imported caramels retail here at 60 cents per pound, while the local make retails at 48 cents.

Jamaica.

The imports of confectionery into Jamaica for the calendar year 1915 were valued at \$73,313.

The amount received from the United Kingdom was \$52,293; from the United States, \$19,769; and from all other countries, \$251. British manufacturers held about 72 per cent of the trade, in spite of the fact that the United States is a much more accessible source of supply.

Probably the principal reason for Great Britain's predominant share in this trade is the fact that the British article retails at a much lower price than American confectionery and is exceedingly well packed. As a rule, the American article of very superior quality appeals only to a small part of the trade. In this market particularly the low-priced article always finds a ready sale.

Prices of British and American Goods.

British sugar candy in glass jars retails at 18 cents per jar, and assorted chocolates in air-tight tins at 48 cents. An American product, excellently packed for the Tropics, has been retailing locally at 85 cents for a 1-pound tin.

The imports of prepared cocoa during 1915 were: From the United Kingdom, \$9,628; from Holland, \$5,095; from the United States, \$1,762; total, \$16,485.

Both confectionery and prepared cocoa are dutiable at the general rate—16 $\frac{2}{3}$ per cent ad valorem.

China.

There has been a sale for American chocolates at Hankow, particularly last year, during the holidays. It is probable that during the present world conditions, at least, American manufacturers can procure a reasonable market for medium and cheap grades, and a small demand for the higher-priced ones. It is necessary to pack the chocolates specially for this market, as shipment for such a distance is difficult, and the climate is not always of the kind to preserve them. The prices vary from \$0.59 to \$1.48 United States currency per pound, which does not include the additional charge for fancy boxes. The brands of chocolates and sweets that are in greatest demand are packed in air-tight tins with a plentiful supply of tissue paper. This makes it possible to withstand the moist climatic conditions. During recent years, the Russian Club, through its general store, has imported chocolates and other candies which have had a good sale in Hankow. This club does not buy direct.

Price and Method of Packing Important.

It is thought that there is a limited demand here for American confectionery of all classes, provided the necessary attention is given to packing, and provided further it is possible to put on the market a good chocolate at 90 cents per pound. This market for the better grades of chocolates would be limited to the foreign settlement of Hankow, consisting of about 2,000 Europeans and the same number of Japanese. The Chinese do not appreciate foreign sweetmeats, preferring their own. The Chinese Maritime Customs shows that in 1915 cocoa and chocolates and confectionery were imported into Hankow to the value of \$4,790, while in 1916 the value was \$7,587.

South Africa.

Port Elizabeth offers a very good market for biscuits, fancy crackers, and confectionery. Morning and afternoon tea are established institutions and are served usually at 11 a.m. and 4 p.m. Biscuits or crackers are served with the tea, and the custom is so universal that there is a large consumption of such products.

Local manufactories produce fancy biscuits of very fair quality which are placed on the market in great variety and are growing more popular in competition with the imported article. It is very difficult to obtain English biscuits or crackers now, and in the near future there may be none in South Africa.

Prices of the imported lines are high and fluctuating. Among the colonial biscuits some of the better varieties, with prices per pound, are: Marie, 21½ cents; cream crackers, 21½; milk crackers, 18; Osborne, 20½; ginger nuts, 18½; fancy lunch, 15; plain lunch, 14; Garibaldi, 20½; arrowroot, 20½; Nice, 20½; fancy selection, 31; cracknels, 37. These biscuits are contained in 28-pound tins and most of them are made up in paper-covered half-pound packages. The last two-mentioned varieties are not paper-wrapped, but are packed in 1-pound and 2-pound tin boxes. Discounts on the prices quoted are 5, 5, and 5 per cent and 1 per cent additional for cash or payment within 30 days.

General Conditions Affect Existing Trade.

One or two manufacturers of American confectionery were getting a very fair foothold in this market, but the increased freight charges, delay in filling orders, and uncertainty of trade conditions generally have apparently stopped this trade for the time being. Candies or sweets as they are locally termed, are retailed at very good prices, and unquestionably there is an opportunity here for American lines.

All varieties except medium-grade pure sugar candies must be wrapped in tin foil or oilpaper and be packed in hermetically sealed, air-tight cases. Sugar candies sell at 25 cents per pound for the cheaper varieties and up to 35 and 50 cents for better

grades. Medium-grade chocolates sell at 50 cents per pound, better grades at 60 cents, and others up to \$1 and \$1.25.

Best results probably would be obtained by a capable representative agent. By this is meant a manufacturer's agent, or one who acts for the manufacturer direct, upon a commission basis. The New York export commission houses that maintain local representatives have successfully marketed many products in this district.

LAMP BLACK MARKET IN AUSTRALIA.

FROM CANADIAN TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, July 31, 1917.

In 1914 one of the leading paint and oil houses in Melbourne imported lamp black from England at £8 5s. 0d. (say \$39.61) per long ton of 2,240 pounds, f.o.b. steamer at Bristol, in assorted paper packages of $\frac{1}{4}$, $\frac{1}{2}$ and 1 pound, and put up in cases each containing 1 cwt. (112 pounds). The latest quotation, January 27, 1917, was £14 (say \$68.13) per long ton and in this instance with an extra charge of 3s. 6d. (say 85 cents) for cases.

The same firm in 1914 paid £12 (say \$58.40) long ton f.o.b. Stockholm for Swedish lamp black. The present price is £16 (say \$77.87). This product is done up in eight 12½-pound packages, making the contents of each case 100 pounds.

No official statistics are available as to the quantity annually imported into Australia as the imports are "bulked" with other lines of dry colours. The three principal Melbourne importers handling this line advise that the trade is small and usually they do not import more than about 1 ton each during a year.

It is mostly used for pigments in paints and by rubber manufacturers and, to a small extent, in wool marking oils. It is not to be used by manufacturers of boot polishes as was anticipated before making investigation as more expensive dyes are preferred in this extensive Australian industry.

If made in the United Kingdom, it is duty free on admission into Australia. If made in any other country (including Canada) the net duty at present is 5½ per cent.

On page 81 of the revised edition of the Directory of Foreign Importers, published by the Department of Trade and Commerce, Ottawa, in 1915, will be found the names of the principal paint and oil merchants in Australia who import lamp black. A copy of this directory may be obtained upon application from the Department of Trade and Commerce, Ottawa.

STEAMSHIP COMMUNICATIONS TO ARGENTINA.

Under date of August 7, Mr. B. S. Webb, Acting Canadian Trade Commissioner, Buenos Aires, writes as follows regarding steamship communications to Argentina:—

STEAMSHIP COMMUNICATIONS.

The services of steamship lines between New York and Buenos Aires have been well maintained in spite of war conditions, the lines on this route having perhaps been less affected by requisitions than have some others. At the present time the following lines are maintaining a more or less regular service: "Lamport and Holt Line," New York, Rio, Santos and River Plate ports; "Houston Line," United States and River Plate ports; "Prince Line," New York, Boston and River Plate ports;

"Barber Line," Boston, New York and River Plate ports; "Norton Line," New York and River Plate ports; "American and Rio Plata Line," United States ports to River Plate ports.

In addition to these there is now the Philadelphia South American Line, inaugurated last year; and a new Norwegian line, the Baltimore South American Line, which is just commencing its service. Messrs. Christoffer Hannevig Inc. are the New York agents, and the first sailing from this side is advertised, "Norwegian ss. *Santa*, sailing for New York and Baltimore, July 1." The Royal Dutch Company, running normally between Amsterdam and Buenos Aires, have had several of their steamers lying up in Brazil, Argentina and Europe on account of the unrestricted submarine campaign announcement which Germany made several months ago. This service has now been resumed "via New York." The ss. *Frisia* has already left Buenos Aires for Santos, Rio, Bahia, Pernambuco and New York. The Johnson Line of Stockholm, which had also suspended its service, now announce that sailings will be resumed from to-day, the ss. *Kronprissessan Victoria* and *Princessan Ingeborg* being posted to leave Gothenburg for Buenos Aires via the north of Scotland.

New Argentine Shipping Company.

Under the title of "Lloyd Americano" a shipping company has been formed which will fly the Argentine flag. The statutes of the new company have already been submitted to the Government for approval. The capital subscribed amounts to \$2,500,000 and the principal partners are Messrs. Dodero Hnos. Mr. J. A. Dodero will take charge of the management.

The fleet with which the "Lloyd Americano" commences operations is composed of the following ships: *Maldonado*, with a capacity for 3,400 tons of cargo; *Brasil*, *Bolivia*, *Francia*, *Inglaterra*, *Peru*, and *Venezuela*, each with a capacity for 1,200 tons of cargo; *Union*, for 1,300; *Pellegrini*, for 1,500; *Kitchener*, for 2,200; and schooners *La Epoca*, for 4,000 tons, and *La Argentina*, for 3,000. The steamer *Toro* which has recently been sunk had also been taken over by this company. They will also overhaul the steamers *Cuba* and *Kent*, with tonnage of 1,500 to 2,000, respectively, which were previously Chilean boats. The first-named will probably be turned into a tank steamer for the purpose of conveying oil from Comodoro Rivadavia. The company have decided to take a special interest in providing tonnage for the transport of this fuel. The promoters hope later to go into the European and North American trade, not only with cargo vessels but with passenger steamers as well.

NEW ZEALAND DEMAND FOR A COMBINATION SEPARATOR AND OIL ENGINE.

(Export World and Commercial Intelligence.)

In New Zealand a demand is setting in for a combined separator and oil engine. It is desirable to produce something of this kind now when labour is scarce, all the young men being away soldiering. A separator should, of course, be advertised, and it would be well to provide for a demonstrator to attend country shows and exhibit the machine and explain its advantages over its rivals. There is a demand for separators, but each large hardware importer keeps to his own brand, for which he acts as sole agent and pushes the sale with his traveller. To enter the market it is necessary to send a couple of samples for demonstration purposes. Milking generally begins about September, but there are always a number of cows milked during the mild winter, which enables dairy companies to test out the machines. Large factory machines are not wanted as "home separation" has come to stay.

PROJECTED ESTABLISHMENT OF THE "BANK OF THE REPUBLIC" IN ARGENTINA.

REPORT OF ACTING TRADE COMMISSIONER.

(*Mr. B. S. Webb.*)

BUENOS AIRES, July 20, 1917.

OUTLINE OF PROJECT LAW PROVIDING FOR THE ESTABLISHMENT OF THE BANK OF THE REPUBLIC.

The Argentine Senate and House of Deputies in Congress have legally enacted a law as follows:—

Art. 1.—To create the "Banco de la Republica" with the following objects:—

- (a) To attend to the emission of currency, its printing and coining.
- (b) To supervise and control the circulation.
- (c) To exchange Argentine and foreign coin into legal bank notes, in addition to the other functions exercised by the "Caja de Conversion" according to Law No. 3871.
- (d) Discount, rediscount and safeguarding national titles, documents or securities, as well as those of the private banks incorporated in this law; to issue in exchange the corresponding current bank notes as long as the metallic guarantee of the legal currency does not fall 40 per cent.
- (e) To encourage commercial, industrial, agricultural, and pastoral credit.
- (f) To control international exchange.
- (g) To regulate the rate of interest.
- (h) To issue revenue bonds (*bonos de renta*) whether permanent or temporary.
- (i) To buy and sell national claims or titles in accordance with clause (f), maintaining them if necessary abroad.
- (j) To undertake the functions of the bank clearing house.

Art. 2.—The bank directorate are authorized to temporarily suspend the conversion of coin into bank notes, and to receive the same solely into custody.

Art. 3.—The capital of the bank will be one hundred and twenty million dollars gold, which shall be provided as follows:—

- (a) The sum of 30,000,000 dollars gold will form the exchange fund.
- (c) A bond for 99,000,000 dollars gold paid into the "Banco de la Republica" by National Government.

To cover this bond are:—

- 1. Fifty per cent of the net profits of the "Banco de la Nacion" and the "Banco Hipotecario Nacional."
- 2. The result of the sale of the goods and credits of the "Banco Nacional."
- 3. The result of the sale of public lands.
- 4. The benefits, allowed by law, of the internal loan.
- 5. The difference obtained in exchange on amounts sent in payment in the service of the public debt.
- 5. Recognition in favour of the "Banco de la Republica" of the value of old bank notes that are not presented within one year from the date of this law.
- 7. The profits obtained by the "Banco de la Republica," which will be capitalized until the bond referred to is cancelled, without diverting them into other channels.

Art. 4.—The “Banco de la Nacion” and the “Banco Hipotecario Nacional” will declare their profits annually, by means of the customary balance sheets, but will continue administering the funds which correspond to the “Banco de la Republica” until such time as this bank needs them for exchange purposes. These amounts thus credited to the “Banco de la Republica” will carry interest at the rate of 3 per cent, which will be paid over together with the capital.

Art. 5.—The “Caja de Conversion” and the “Casa de Moneda” become direct dependencies of the “Banco de la Republica.”

Art. 6.—The nation guarantees all the transactions of the “Banco de la Republica.”

Art. 7.—The management of the bank will be in the charge of a superior council composed of: The Finance Minister as president, and the presidents of the “Banco de la Republica”, “Banco de la Nacion”, “Banco Hipotecario Nacional”, a councilman elected by votes from the representatives of the incorporated banks, and two councilmen nominated by the executive in accord with the Senate. The last three will be in office for two years, and are eligible for re-election. The superior council will control the ordinary affairs of the bank, fixing periodically the rate of interest, and determining the amounts to be put into circulation.

Art. 8.—The administration of the bank's business will be conducted by a directorate composed of a president and four committeemen appointed by the executive in accord with the Senate, and will hold office for four years, two being changed every two years. The president and the committeemen are re-eligible. The directorate at its first sessions, will nominate a vice-president who will act in the absence of the president in case of the latter's resignation, illness or other cause. The president will have in his charge the representation of the bank.

Art. 9.—The members of the superior council will exercise their functions gratuitously, but the president of the directorate will receive three thousand dollars paper, and the remaining members two thousand dollars paper each per month for their services.

Art. 10.—All the members of the council must be Argentine citizens, except the member nominated by the incorporated banks.

Art. 11.—The following may not take office as a member of the council nor of the directorate:—

1. National, provincial, or municipal employees receiving daily or other salary, or any pecuniary emolument whatsoever; persons on the directorate of other banks, excepting the exceptions in an article above.
2. Two or more persons belonging to the same commercial house.
3. Any one in a state of bankruptcy or suspension of payment.

Art. 12.—The bank may not enter into any industrial operation, or acquire property excepting for its own legitimate use, but it may accept such as collateral security for advances made.

Art. 13.—The buildings belonging to the bank itself and its dependencies will be exempt from national or provincial taxes, and its credits will have preference over any other, even over any that the Exchequer might hold.

Art. 14.—The accounts of the bank are settled yearly, but every month a balance sheet will be published.

Art. 15.—The profits of the bank, once integrated, will be invested in the purchase of National Debt Stock.

Art. 16.—Any member of the Council or Directorate authorizing operations forbidden by law will be held personally responsible and liable.

Art. 17.—Only those banks permanently established in the country, and who conform to this law, may operate with the “Banco de la Republica.”

Art. 18.—The incorporation of a bank can only be effected by the directorate subject to the unanimous approval of the council.

Art. 19.—The incorporated institutions are subject to inspections whenever ordered by the council itself or at the requirements of the directorate.

Art. 20.—The incorporated banks must always maintain 20 per cent at least of their deposits in Revenue Bonds as fixed by the “Banco de la Republica”, the superior council having the power to reduce this to 10 per cent. In the periodical balance sheets, these securities may figure as cash.

Art. 21.—The incorporated units may at any moment realize on their securities, receiving the full amount in currency, including interest to date. The securities held by an incorporated bank may be re-discounted in the proportion and manner indicated by the council, and likewise may be insured.

Art. 22.—A current account will be opened for each bank having the effect of a clearing account to be made and settled up every eight days, no interest being charged or allowed. Institutions that are not incorporated must settle up daily.

Art. 23.—The bank may enter into any negotiation sanctioned by this law, and into those that emanate from these negotiations.

The comments of an eminent financier whose opinion was sought by the “Review of the River Plate,” are given below, some of the other opinions published being more critical in tone.

“Before making any criticism on the Government projects, we think it only fair to recognize fully that the present financial position of the Government, in the first place, is due to past administrations and, secondly, to the dilatory action of Congress in not having accepted the offer of assistance from the New York bankers in the month of January last.

“We do not consider the time is ripe for the creation of a second official institution such as the ‘Banco de la Republica.’ The ‘Banco de la Nacion’ has obtained the full confidence of the public and we have strong feelings that if depositors recognize how materially the character of the bank is to be altered, existing confidence will run serious risk of being weakened. The proposed capital of the bank in reality only consists of the ‘Fondo de Conversion’ of \$30,000,000 gold and a possible dissimulated issue against the bond of \$99,000,000 gold of the National Government. We are entirely in conformity with the suggestion that part of the profits of the Banco de la Nacion, the Banco Hipotecario and other public funds should be used in favour of the amortization of this bond.

“We cannot see at the present time that the currency of the republic is wanting in elasticity and most certainly the sound banks at present in existence will find no use for the offer of re-discount, as it is notorious that all the best financial institutions (indeed, this is recognized in the message) have deposits and funds far in excess of the requirements of the market. It is, of course, difficult to say whether the majority of the first-class banks radicated in the republic will take advantage of the offer of incorporating themselves with the Banco de la Republica and we cannot help but feel that it was due to those institutions, who have weathered the storm of all financial difficulties of this republic for the past many years, that they should have been consulted upon this question before so arbitrary a measure was proposed. We greatly doubt whether the majority of the banks would consent to accept the condition of incorporation by being compelled to hold 20 per cent of their deposits in National bonds, and even in the eventual acceptance of such an idea we are perfectly confident that they would not consider it honest to include in their monthly balances the amount of these bonds as ‘efectivo.’ (Hard cash). Many of the smaller banks, who do not consider it necessary to retain more than 25 per cent of their deposits in cash, would be in a very sorry position and their cash would appear as 5 per cent of their total deposits, whereas Government bonds would appear as representing the other 20 per cent.

“We consider that the proposal that the Banco de la Republica should claim as forfeit all notes of the old emission which were not charged within the period of one year is absolutely unconstitutional. We are strongly of the opinion that the creation

of this Banco de la Republica will give rise to an enormous amount of want of confidence amongst the depositors, not only of the Banco de la Nacion but of the many other foreign banks established in this republic.

"We do not dare to criticise the powers which are proposed to be accorded to the Banco de la Republica with regard to issues as, for the moment, we cannot believe that the authors of the scheme have seriously realized what those powers might mean in case of any severe crisis in this republic.

"With regard to the lottery loan, our first impression leads us to consider that any such suggestion in a republic of the importance of Argentine, is wanting in dignity as it is incomprehensible that serious-minded people should imagine that the best solution of the financial difficulties of this republic should consist in a public loan in which the possibilities of chance are the chief incentive to subscribe to the loan. We are of the opinion that the public would not absorb anything like \$200,000,000 of this loan and that, therefore the project is doomed to be a "fracaso" (fiasco) before even it has birth. With regard to the \$300,000,000 to be absorbed by the banks, we entertain great doubt that anything like this amount would be taken up as, with the sole exception of the Banco de la Nacion, we consider that the other banks will oppose the necessity of subscribing to a loan about which they have not been consulted.

"We do not think it even necessary to speak of the suggestion of \$500,000,000 external loan as, at the present time, we fear, for some years to come, any such operation would be entirely out of the question."

DEVELOPMENT OF ELECTRIC POWER IN NEW SOUTH WALES.

Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, New Zealand, under date of August 2, has sent the following review of the progress made in New South Wales in the development of electric power.

ELECTRIC POWER AND LIGHT WORKS, NEW SOUTH WALES.

The development of electric power in New South Wales is making very rapid progress.

Practically all the power is generated through the medium of coal, of which there is an almost inexhaustible supply, extending in a large bed of fully one hundred miles radius from Sydney, the seams being in varying thicknesses up to 26 feet.

There are practically no streams of running water adjacent to the metropolis suitable for the generation of electricity, but the Government is now investigating various suggested schemes for the utilization of water available at some considerable distance from Sydney.

The chief source from which electrical power plants and accessories could be obtained before the war was Germany. Various sources are now drawn upon for the necessary supplies and the present time is an opportune one for Canadian manufacturers to push their electric power plants and fittings.

To endeavour to establish a trade by means of correspondence is a waste of time and energy, and the appointment of active agents, or still better, the sending of a special technical and business representative, is an absolute necessity.

An instance occurred quite lately where large electrical power equipment was required, and representatives in favour of Canadian manufacturers were turned down simply on account of them not being represented directly.

Although there are a number of small installations in the state not mentioned in this report, the following description of the three principal sources of electrical supply may be of interest to Canadian manufacturers.

NEW SOUTH WALES TRAMWAYS.

Although a portion of the passenger traffic of Sydney and its suburbs is dealt with by the suburban railway lines and the harbour ferry steamers, a very considerable portion is conducted by the Sydney and suburban electric tramways, which comprise a total length of 153 miles and are under the control of the Tramway Commissioners.

The electric system was introduced into the city in the year 1899, replacing steam tramways. The capital cost for construction and equipment to date totals £8,166,000 and the plant is the largest in the southern hemisphere.

The gross earnings from the tramways during the year 1916 amounted to £1,838,000.

The number of passengers carried during the year was 294,455,000, an increase of 27,665,000 on the number carried during the preceding year.

The current for the operation of the city and suburban tramways is generated by steam at the power-house, Ultimo, adjacent to Sydney, which has been erected at a total cost of £1,717,000, including the cost of the sub-stations, plant and wiring.

The total amount of power generated at the power-house for both lighting and traction purposes for the year 1915-16 was 93,554,559 kilowatt hours, of which the direct current supply was 1,054,035, and the alternating current 92,500,524 kilowatt hours.

New South Wales Tramways—Particulars of Power Plant.

Following are particulars of the generating plant installed at the Ultimo power-house:—

One 7,500 kilowatt, 6,600 volt, 25 cycle, 1,500 R.P.M. Curtis turbo alternator.

One 7,000 kilowatt, 6,600 volt, 25 cycle, 750 R.P.M. Willans Robinson-Dick Kerr turbo alternator.

Two 5,000 kilowatt, 6,000 volt, 25 cycle, 750 R.P.M. Willans Robinson-Dick Kerr turbo alternator.

Two 5,000 kilowatt, 6,600 volt, 25 cycle, 750 Parsons tuber alternator.

One 1,500 kilowatt, 6,600 volt, 25 cycle, 1,500 R.P.M. tuber alternator.

Sixty Babcock & Wilcox water-tube boilers.

Three 1,000 kilowatt General Electric Company rotary converter equipment.

Two 1,000 kilowatt British Westinghouse rotary converter equipment.

Some years ago the plant at the Ultimo power-house having been found too small to cope with the rapidly-growing traffic it was found necessary to make further provision and an extensive additional plant has been laid down at White Bay, near Sydney. Following are particulars of same:—

One 7,500 kilowatt, 6,600 volt, 25 cycle, 1,500 R.P.M. Curtis turbo alternator.

Two 7,000 kilowatt, 6,600 volt, 25 cycle, 1,500 R.P.M. Willans Robinson-Dick Kerr turbo alternators.

Eight Babcock & Wilcox water-tube boilers.

Each generating unit has a 50 per cent overload capacity for a two-hour rate. This power plant is capable of being very largely extended and a considerable proportion of the proposed electrification of the suburban railways, as recommended by a recent royal commission, will be operated from this station.

SYDNEY MUNICIPAL COUNCIL ELECTRIC LIGHT AND POWER SUPPLY.

The business of electricity supply for public and private lighting and power in the city of Sydney is now entirely conducted by the Sydney municipal council. It was originally inaugurated in 1904, and at that time several companies were also supplying light and power. Their rights have since been purchased by the council.

The generating plant first installed was in the form of one 300-kilowatt and two 600-kilowatt, 5,000 volts, 2-phase, 50-cycle reciprocating engine-driven alternators. A storage battery was also installed at 1,260 ampere hours at the six-hour discharge

rate. This was exchanged during the year 1915 for an entirely new battery capable of discharging at the rate of 450 amperes for three hours. Two 415-volt, 3-phase, induction motor-generation booster sets were also installed for charging this battery. The boiler-house plant originally provided consisted of five Babcock & Wilcox water-tube boilers rated at 10,000 pounds of water per hour each equivalent evaporation. In the original scheme five substations were also provided.

The growth of the undertaking soon made the plant inadequate and in 1906 two additional 600-kilowatt reciprocating engine-driven alternators were installed. The total capacity of the plant was thus increased to 2,700 kilowatts.

Nearly every year it was found necessary to make additions to the plant to satisfy requirements, and now the total boiler plant installed is capable of an equivalent evaporation of 547,000 pounds of water from 212 degrees Fahrenheit.

The total generating plant has a capacity of 32,000 kilowatts at continuous rating. Keeping pace with the growth of the generating plant, the distribution system has been largely extended.

At the end of 1904 there were 5 substations in operation, at the end of 1910 17 three-pole transformers, and at present there are 63 substations.

To meet the increasing radius of supply, 1,000 kilowatts of step-up transformers were installed and put into operation in 1911, and now the transformer capacity is equal to raising the pressure to 10,500 volts.

Transmission from the generating stations to the transforming stations is by lead covered three-core cable. All cables employed are constructed with the same insulation between conductors and the lead sheath as that between conductors.

In certain districts overhead three-phase lines are used as a continuation of the lead cable system. In the city area practically all low tension distributors are underground, but in the less congested suburban districts, overhead construction is employed to a large extent.

The total street mileage of underground low-tension feeders and distributors amounts to 49 miles, while the overhead mains cover a distance of 364 miles. The more recently installed high-tension cables are drawn into fibre conduits which are laid in cement concrete.

The two city substations contain motor generating converting machinery of 6,450 kilowatts and 4,950 kilowatts.

The number of meters now used totals 23,025 and the maximum demand indicators 6,500. There are 3,200 motors on hire.

The department supplies 28 suburban municipalities.

The stores required are purchased by the comptroller of assets and issued by him as required. The city electrical engineer is Mr. H. R. Forbes-Mackay, and the town clerk is Mr. T. H. Nesbitt.

The capital expended in 1904 was £151,894, and this has now reached the sum of £2,301,000.

The units of electricity sold per annum in 1904 totalled 257,499, and the total now supplied is 45,100,000 units.

The number of meters now in use for lighting and power supply amount to 23,025, and the maximum demand indicators 6,500.

The charges adopted are as follows: For lighting, a flat rate of 4½ pence per unit; for motors, lifts, heating, and cooking, 1½ pence per unit flat rate.

Owing to the Sydney municipal council being unable to obtain much necessary machinery and electrical supplies owing to war causes, an announcement was recently made that no further installations or extensions would be permitted until after the war.

The city electrical engineer was recently authorized to tour North America with the object of making inquiries as to the plants in use and the possibility of obtaining supplies from that source.

THE ELECTRIC LIGHT AND POWER SUPPLY CORPORATION, LIMITED.

The corporation's power-house and registered office is situated at Margaret street, Balmain, Sydney.

The corporation supplies some of the suburban districts of Sydney and has the sole right to supply a compact area of 10 square miles, with a population of 146,000. Some of these districts are purely residential and some of them are almost solely occupied by factories.

The corporation also carries out the street lighting of municipalities.

The issued capital is as follows: 200,000 shares at £1 each, fully paid up; 60,000 shares at £1 each, paid up to 5 shillings each; 500 debentures at £100 each.

The power-house plant consists of direct coupled three-phase generators, driven in two cases by triple expansion engines, and in three cases by steam turbines.

The boiler-house plant consists of six Babcock & Wilcox boilers working at 160 pounds pressure with 100 degrees super-heat. The current is generated at 5,000 volts, three-phase, fifty periods per second, and conveyed by means of bare overhead mains to substations situated in the various districts supplied. They are transformed by oil-cooled static transformers to 415 volts per phase, and 240 volts between each phase and the star connection. The supply is then conveyed by means of bare overhead mains to the consumers.

The street mileage covered by reticulation for private consumers in the various suburbs is 98. The miles of high pressure trunk mains from the power-house to the district substations total 33 and the streets served with street lighting supplied by the corporation total 116 miles.

Units generated, 1909, 99,000; revenue, £1,340; motors, 36.

Units generated, 1916, 6,529,481; revenue, £51,000; motors, 5,958.

THE FISH AND OIL TRADE OF NORWAY.

Mr. C. E. Sontum, Canadian Commercial Agent, Christiania, under date of August 10, writes as follows regarding the fish and oil trade of Norway:—

THE FISH AND OIL TRADE.

The spring cod fishery of the Finmarken coast closed on June 23. The returns for the season are 17,056,550 kilogrammes (calculated at 6,317,240 cods), as against 26,854,600 kilogrammes (9,946,150 cods) in 1916, 43,279,200 kilogrammes (16,020,330 cods) in 1915, 63,612,650 kilogrammes (23,560,240 cods) in 1914, and 93,923,800 kilogrammes (34,787,000 cods) in 1913. The very poor returns this year are chiefly caused by the uncertain conditions, great parts of the fishing districts lying inside of the German "danger zone."

The statistical report for the cod fisheries for the whole country up to June 23, compares as follows with that of 1916 and 1915, respectively:—

	1917. June 23.	1916. June 25.	1915. June 26.
Cods (millions)	27.7	51.3	66.8
Steamed medicinal oil (hectolitres)	37,129	60,068	50,918
Raw liver for making oil (hectolitres)	6,824	5,375	8,871

As the fish ruled fat the quantity of oil was comparatively large. In Lofoten 100 litre of liver averaged 51 litre of steamed medicinal oil, as against last year 49 litre. The fish also ruled somewhat larger than last year. The quantity of roe was small.

THE MERCANTILE FLEETS OF NORWAY AND DENMARK.

FROM REPORT OF CANADIAN COMMERCIAL AGENT.

(*Mr. C. E. Sontum.*)

CHRISTIANIA, August 10, 1917.

THE MERCANTILE FLEET OF NORWAY.

The mercantile navy of Norway, according to "Veritas," shows a net decrease during the first three months of 1917 of 144 vessels, of 210,000 tons. There were built in Norway 11 ships of 11,000 tons; in foreign countries, 7 ships, of 29,000 tons; bought from other countries, 13 ships, of 10,000 tons. Thirteen ships have been sold to other countries, making 13,000 tons, and 162 ships, of 247,000 tons, have been lost of which 225,000 tons were sunk by torpedoes or mines.

THE MERCANTILE FLEET OF DENMARK.

The mercantile fleet of Denmark has been diminished considerably during 1916. The steamships have been reduced by 46 of 57,398 gross registered tons. Of sailing vessels 94 have been lost, but as a great many such vessels have been brought into the country, the tonnage has nevertheless increased by 21,499 tons. The motor fleet has been increased by 50 vessels of 6,808 gross tons.

The largest steamship owner of Denmark is "Det Forende Dampskibsselskab," which owns 122 steamers of 165,987 tons besides 2 motor vessels of 9,385 tons, 1 sailing vessel and some smaller boats.

MARKET IN COLOMBIA FOR CANOES, ROWBOATS AND DETACHABLE MOTORS.

(*Consul Claude E. Guyant, Barranquilla, Colombia, United States Commerce Reports.*)

When the inevitable development of Colombia sets in—which will probably be immediately after the close of the war in Europe—Barranquilla and Cartagena will offer certain opportunities for the development of a market for canoes and rowboats with detachable motors that should not be overlooked.

The native dugout is the only type of small craft used in Colombian waterways. These canoes—long, unsymmetrical in lines, heavy and clumsy—constitute heavy loads for the ordinary detachable motor, and the latter will probably never be used to any extent for their propulsion. The dugouts are used by the natives who live in villages along the rivers and creeks, and in most cases are their only means of getting about. These people are extremely poor and ignorant, and cannot be considered as possible purchasers of motors.

There is, however, an increasing number of natives and foreigners using the river in their daily work, and from these can be expected a demand for better craft and better motive power than at present obtainable. These men are explorers, geologists, travelling men, and miners. As the country develops, increasing use will be found for a light craft with detachable motor, not only as a means of transportation for one or two men but as auxiliaries to the river steamboats and also for sport.

SALES OF BOATS MUST COME FIRST.

There is no possible demand for detachable motors alone, because the boats now used are not suitable for them. The demand will be first for a light craft and then for the motor. Therefore any attempt to establish a line of detachable motors in Colombia should be made along with propaganda for canoes and rowboats.

Canoes, boats, and launches with or without motors enter Colombia free of duty. Gasolene motors imported separately pay 1 cent per kilogramme (2.2046 pounds) duty on gross weight.

The difficulty in establishing wares such as these in Colombia is not so much in educating the public to its usefulness and desirability as in finding a firm that will take hold of the line and push it. The Colombian merchant, generally speaking, is not active in the sale of his goods; the value of aggressive work is not realized. In fact, most stores, in their methods of doing business, are reminders of the general store of 40 years ago in the United States.

CANADIAN PRODUCE PRICES IN THE UNITED KINGDOM.

The Canadian High Commissioner's office has furnished the following market quotations for Canadian produce in the United Kingdom for the week ended August 22, 1917:—

Cheese—

Bristol.....	-	130/6d. per cwt.
Liverpool.....	-	130/6d. "
London.....	-	130/6d. "
Glasgow.....	-	1/2d. per lb.

Butter—

Bristol.....	-	-
Liverpool.....	-	-
London.....	-	-
Glasgow.....	-	-

Bacon (sides)—

Bristol.....	-	-
Liverpool.....	-	-
London.....	150/	153/ per cwt.
Glasgow.....	-	153/ "

Hams (long cut, green)—

Bristol.....	-	-
Liverpool.....	-	142/ "
London.....	140/	142/ "
Glasgow.....	-	-

BUSINESS IN SOUTH AMERICA.

(The London Times Trade Supplement.)

(The first instalment of this article was published on page 454 of *Weekly Bulletin* No. 709.)

Last month it was urged that not only should the exporter to South America endeavour to tour the continent himself or to send a responsible man who will have charge of that department afterwards, and who will be additional to the traveller still required, but that he should appoint local agents in all large centres.

In Argentina and Uruguay, for instance, one agent each in Buenos Aires and Montevideo is quite able to keep in touch with the principal importers of the respective country, and even a separate agent in Montevideo is superfluous in some businesses

in which orders are few and usually free from detail. In Brazil and on the west coast, however, it is preferable to have agents in all the large ports, because the communications are mainly by water, and it is neither practical nor possible to keep in close touch with every one.

The manufacturer should never forget that there is great and natural jealousy between the different countries of South America, and the importer in Rio de Janeiro is justly annoyed when his own important city is treated as a mere suburb of Buenos Aires, and is visited at long and irregular intervals by a man who does not even take the trouble to learn Portuguese. The buyer in Buenos Aires returns the compliment with interest, but as a matter of fact that case is rare, for the agent established in Rio seldom travels outside Brazil.

The appointment of these local agents does not remove the need for a regular visit from a traveller or general agent in close touch with the home firm, who may live either in Great Britain or in South America, as long as he travels between them frequently enough to keep up-to-date both with the markets and with all novelties in manufacture. He should not be encumbered with collections of samples or other hindrances to rapid travel, but should cover the whole district in his charge at least once a year. He can often secure orders never given to a local man.

Selection of Travellers.

The selection of a travelling representative for South America is both a difficult and a delicate matter, although in the past many firms seemed to think it of small importance. The ordinary "commercial," as met in the "stock rooms" and billiard rooms of the usual provincial inn, is quite unsuited to a post which calls for the tactfulness of a diplomat, the suavity of an ambassador, the self-control of an ascetic or of a Spartan, the quick-thinking of a professional politician, the nerve of an aviator, the imperturbability of a camel, and the philosophy of a Mark Tapley. All these qualities are desirable, but they are of little use if not combined with keen business acumen, with a satisfactory knowledge of the necessary languages and of the races who speak them, with honesty and conscientiousness, and with at least a smattering of the lore of the trades represented. It is evident that a man with these qualifications is not often found earning from £120 to £150 per annum on the home staff of a manufacturer's office; yet the writer has known many cases where such men were sent out with no more probabilities of success than had André of reaching the North Pole in his balloon. Of course, a few of them really do succeed as well as any other man could, but the failures are much more numerous, and many firms blame South America or their representatives when they only ought to blame themselves.

A mistake frequently made is to appoint, solely for the sake of cheapness, a representative who already has more agencies than he can well attend to or work efficiently. It is not, of course, always possible for a manufacturer to indulge in the luxury of a traveller for himself alone, but the writer strongly advocates that course whenever the business is large enough to bear the expense. It is a moot point whether other businesses ought to try to do direct trading; in their case it is often better to deal through a merchant who can afford the organization needed to include men who know the different markets. The tendency of modern commerce is, however, to eliminate the middleman, and to bring the manufacturer into direct relations with the retailer, and that is undoubtedly the ideal at which we should aim. Its accomplishment has become much more easy to attain since the Government chartered a new and powerful corporation to assist in such development.

One of the most serious drawbacks to British trade has been and still is its division between too many separate undertakings, which increases enormously the cost of administration and the general establishment charges and prevents our people from competing with the much larger firms of the United States. The ingrained desire for individual independence, which so curiously exists in British people, in spite of

the fact that we are practically the inventors of the limited liability company and the co-operative society, maintains in existence a host of small undertakings. These are only drags on progress, and the working of them in a more concentrated form would enable the businesses to be largely increased and profits to be less at the mercy of temporary fluctuations of trade.

Returning to the question of suitable representatives, it must be emphasized that in the case of firms who wish to "share" a traveller it is far better to be one of five paying £200 per annum each than to be one of 20 and pay only £50. Manufacturers are always inclined to look with a jealous eye on the other agencies held by their representative, and the habit, so largely indulged in by British manufacturers, of factoring as their own products many articles which they have to buy as any merchant does, leads them to veto trades which do not really clash with their own at all. This of course means that a traveller with many agencies at small remuneration must cast his net so wide that it is humanly impossible for him to work so many trades or to know anything useful about their technicalities.

Why Cutlery Trade is Lost.

This factoring tendency is specially prevalent in the Sheffield and Birmingham districts, and indeed it is the number of "little mesters"—who provide the factored goods—which must be blamed for the lack of development of some trades, the loss of others, and both the low rates of profits and the almost starvation wages obtained in many of those which still survive. There are a few first-class cutlery firms in Sheffield to-day, but, with perhaps only one or two exceptions, they have built up their businesses and reputations in the home and colonial markets, excluding purely foreign ones, and it is well known that almost all of them are founded on the acquisition of other firms who died of dry rot and lack of enterprise. In spite of all the millions of "sets" of Sheffield table cutlery sold in South America, there is not to-day a single important firm under the jurisdiction of the Cutlers' Company which specializes in that trade and defies American, French, and German competition. One firm only, with a local reputation in Brazil, still continues, but not under its original owners, and it makes no serious effort to extend the range of its operations.

The chief obstacle is the diffusion of effort caused by the existence of so many hundred firms buying from "little mesters" and bigger factories—but always insisting on their own mark being stamped on the blades—who styled themselves cutlery manufacturers but were equally makers, in more or less the same way, of cast-iron hollow-ware, bombillas, saws, padlocks, saddlers' ironmongery, and sail needles. Neither the firms themselves nor their travellers in South America gave any special attention to cutlery, except in one or two lines which they had perhaps bought cheaply, and they were just as much interested in a favourable quotation for buckets. When a large New England firm took the trouble to study the ground, and afterwards prepared new designs for table sets, it swept the field of all competitors. Its first traveller was a Venezolano (native of Venezuela), and it was said at the time that after he had been working three months his firm cabled to say that his salary had been trebled and that the orders already booked exceeded what they could produce with the desired speed. Sheffield always thought that it had a kind of natural or "divine" right to the markets of South America, but the value of table cutlery sent there, even before the war, was very small indeed compared with the figures of 25 years earlier, though the consumption had increased greatly.

SOUTH AFRICAN PATENTS, DESIGNS, TRADE-MARKS AND COPYRIGHT ACT.

On page 730 of *Weekly Bulletin* No. 661, September 25, 1916, reference was made in a report from Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, to the new South African Patents, Designs, Trade-marks and Copyright Act. Mr. Egan sends under date July 24, 1917, the following notice taken from the *Government Gazette* of the Union of South Africa regarding rules of court concerning matters relating to practice and procedure on opposition to the grant of a patent, framed by the judges of the Supreme Court of the Union of South Africa under the provisions of section 34 (4) of the Patents, Designs, Trade-marks and Copyright Act, No. 9, of 1916:—

1. As soon as possible after the receipt of the documents relating to the application for a patent and to the opposition thereto, the registrar of the court shall, by letter, call upon the applicant or his duly authorized representative to state in writing within three months of the date of such letter, whether or not the applicant intends to proceed with his application for a patent notwithstanding the notice of opposition.

3. If the applicant after having been called upon as aforesaid, has given notice in writing to the registrar that he does not intend to proceed with his application, or if within the period of three months aforesaid the applicant shall not—

- (a) have notified that he intends to proceed with his application for a patent; or
- (b) have applied for extension of the said period of three months; he shall be deemed to have abandoned his application, and the registrar shall thereupon return the documents relating to the application and to the opposition thereto to the Registrar of Patents, who shall cause entry of such abandonment to be made in his registers.

3. If within three months from the date of the letter forwarded to the applicant, in terms of the preceding rule, such applicant shall by letter addressed to the registrar apply to have such period of three months extended, the registrar may, after consultation with a judge, and upon instructions received from each judge—

- (a) without notice of such application having been given to the objector or objectors grant such extension of the said period as such judge may deem expedient; or
- (b) require that due notice of such application shall be given to any objector or his duly authorized representative, and, upon proof of the giving of such notice, grant any such extension of the said period as such judge may deem expedient; or
- (c) refer the applicant to a Judge in Chambers in order that the application may be dealt with in the usual manner upon notice of motion or petition.

4. If an extension of the period within which the applicant for a patent is required to state whether or not he intends to proceed with his application has been granted, and the applicant does not within such extended period state whether or not he intends to proceed with his application, he shall be deemed to have abandoned it, and the registrar shall thereupon return the documents relating to the application and to the opposition thereto to the Registrar of Patents, who shall cause entry of such abandonment to be made to his registers.

5. If the applicant intends to proceed with his application he shall, within the period allowed in terms of the preceding rule, give notice to that effect to the Registrar of the Court and also to any objector or to the duly authorized representative of such objector.

6. As soon as possible after the receipt by the registrar of notice that the applicant intends to proceed with his application for a patent, such registrar shall submit the documents relating to the application and to the opposition thereto to a Judge of the Supreme Court, who shall thereupon, either after or without causing the parties concerned to be communicated with, fix the place where, and the date and hour when, the application and the objections will be heard.

7. No affidavit or any further pleadings in connection with any opposed application for a patent shall be lodged with the registrar, unless the judge shall otherwise order.

8. The evidence in support of, or in opposition to, any application for a patent shall be given orally in court unless the judge shall otherwise order, upon formal application made by one or more of the parties concerned upon submission by the registrar to the judge of the documents relating to the application and to the opposition thereto.

9. If the judge or that—

- (a) affidavits in support of, or in opposition to, any application for a patent; or
- (b) any further pleadings in relation to such application; may be lodged with the registrar, the judge shall at the same time or thereafter determine the periods within which such affidavits or pleadings shall be so lodged.

10. If the applicant desires to withdraw his application for a patent he shall give notice in writing to that effect to the objector or his duly authorized representative and to the registrar, who shall thereupon return the documents relating to the application and to the opposition thereto to the Registrar of Patents in order that such Registrar of Patents may cause entry of such withdrawal to be made in his registers.

11. If the objector or objectors to any application for a patent desire to withdraw his or their opposition, he or they shall give notice in writing to that effect to the applicant and to the registrar, who shall thereupon return the documents relating to the application and to the opposition thereto to the Registrar of Patents in order that such Registrar of Patents may deal with such application according to law.

12. If an applicant for a patent to which notice of opposition has been lodged desires to amend his application, he shall give notice thereof to the objector or objectors, and to the Registrar of Patents and to the Registrar of the Court, and such registrar shall thereupon return the documents relating to the application and to the opposition thereto to the Registrar of Patents in order that such registrar may deal with the question of the amendment according to law.

13. If the Registrar of Patents does not allow the amendment of the application for the patent applied for in terms of the last preceding rule, and if the objector has not withdrawn his opposition, such registrar shall forthwith return the documents relating to the application and to the opposition thereto to the Registrar of the Court in order that the application and the opposition thereto may be dealt with by a judge according to law.

CURRENT EVENTS OF INTEREST FROM CHILE.

The following notes on commercial conditions in Chile have been contributed by Mr. George Mallet, of Valparaiso, Chile, under date of August 7, 1917:—

IMPORT DUTY ON WATER PIPING.

The law fixing the customs tariffs (No. 3066, of March 1, 1916, superseding that of February 12, 1912) imposed a duty of \$20 gold per ton on cast-iron piping and \$30 per ton on steel piping.

The actual result of this is that cast-iron goods pay a much higher duty than steel, owing to the increased thickness and consequently weight.

To remedy this defect, the Council of State are asking the approval of Congress to the following measure:—

That from the 1st September next, the import duty on tubing destined for the conveyance of water will be as follows:—

“Twenty pesos (gold of 18d.) per ton on cast-iron, and forty pesos (gold of 18d.) per ton on steel.”

WATER SERVICE FOR RANCAGUA.

The Minister of Industry has accepted a tender of \$104,500 currency and \$72,000 gold of 18d. for the improvement of the water supply to the town of Rancagua. The work to be completed in ten months.

THE STRIKE CONTINUES.

The army are employed protecting one-half of the workingmen against the other half; the navy are embarking nitrate in the north. All attempts at settlement have failed as both sides refuse to consent to be “ruled out of order.”

PRODUCE.

The difficulty of freights is affecting prices considerably and unfortunately preventing the United Kingdom from benefiting to the full by the grain as yet disposable on this continent, to an extent not generally realized. There is a case in point. In the absence of any available freights direct from this coast at present, an arrangement was made by a shipper with the C.S.A. and the Leyland Line, with transshipment at Panama, for 5,000 sacks of barley. But when Liverpool was cabled for latest quotations the price quoted there was less than the cost of transport.

Current prices to-day are as follows:—

Wheat (white), f.o.b., \$26 gold (18d	per kilos.	100
Barley, forage, f.o.b., \$9 gold.	“	72
“ chevalier, \$14.	“	72
“ brewing, \$11.	“	72
Oats, brown, \$7.	“	80
“ stormking, \$8.50.	“	80
Flour, first-class, \$20 to \$21.	“	46
Bran, \$4.40.	“	46
Beans, \$55 to \$80.	“	92
Potatoes, first-class, \$28.	“	100
Walnuts, first-class, \$35.	“	44
Raisins, first-class, \$30.	..lb.	68
Dried figs, \$15.	..kilos.	78
Honey, \$28.	“	46
Lentils, \$115.	“	92
Linseed, \$50.	“	64
Clover seed, \$60.	“	46
Alfalfa seed (Chilian), \$180.	“	92
“ “ (Peruvian), \$220.	“	92
Hemp “ \$35.	“	64
Mustard “ \$70.	“	46

Sugar.—There is considerable activity in this article, owing to the belief that prices are bound to rise, having already done so in Peru and the United States. The local refiners have already sold 5,000 tons of loaf sugar to Argentina.

Calbuero de calcium.—This is shooting upwards. Some one has apparently been trying to corner the stocks during the past week. It is now standing at \$75 to \$80.

Printing paper has not been affected by the alarming reports from outside, owing to the large stocks on hand.

COAL.

The returns of the coal shipped in Coronel during the past month of July are as follows:—

	Tons.
Schwager company..	23,903
Lota and Coronel Company..	2,308
Arauco Railway and Mining Company..	4,310
Total..	30,521

CUBAN NOTES OF GENERAL INTEREST.

The following notes on events of general interest in Cuba have been forwarded by Mr. J. C. Manzer, Acting Canadian Trade Commissioner, Havana, under date of September 5, 1917:—

Some 200,000 pounds of fish valued at \$20,000, which were being stored in floating tanks in the harbour of Havana, have died within the past few days. It is supposed this was caused by great quantities of sugar going into the water from a leaking ship in the harbour loaded with sugar.

It has been found, after thorough investigation, that the pine trees on the isle of Pines, will produce the finest of turpentine.

Steamer *Magua* arrived recently from India with 77,000 sacks of rice.

The employees of the cigar manufactories in Havana have formed a co-operative buying association for the purpose of buying supplies, especially foodstuffs, at lowest market prices.

During the fiscal year ending June 30, 1917, 2,374 ships entered the port of Havana, an increase over the previous year of 200.

The Cuban Government has established consulates in China, Dominican Republic, Haiti, and consulates general in Honolulu, Yokohama and Canton.

Cuban War Tax.

On September 1 the tax on commercial documents came in force in Cuba. The scale of fees are as follows:—

Tax on Invoices.

From	\$	1	to	\$	10	inclusive..	\$	01
More than		10	"		40	"		02
"		40	"		80	"		04
"		80	"		120	"		06
"		120	"		160	"		08
"		160	"		200	"		10
"		200	"		240	"		12
"		240	"		280	"		14
"		280	"		320	"		16
"		320	"		360	"		18
"		360	"		400	"		20
"		400	"		800	"		30
"		800	"		1,200	"		50
"		1,200			and upwards	inclusive..		1 00

Tax on Drafts.

More than	\$	25	to	\$	50	inclusive..	a stamp of	\$	05
"		50	"		100	"		"	10
"		100	"		500	"		"	20
"		500			and upwards	inclusive..		"	1 00

CATALOGUES—WITH AND WITHOUT PRICES.

(Commercial America.)

A merchant in a South American city recently registered a complaint with the American consul, based on the failure of certain manufacturers in the United States to include prices in their catalogues. In one instance mentioned by the merchant referred to, a certain manufacturer failed to secure an important order for machinery because of such omission. It appears that two catalogues were received by the merchant, both of which described the machinery he wished to purchase, one with, and the other without prices. The machines illustrated in the catalogue without prices were apparently best adapted to the purpose for which they were wanted, but because it was necessary either to risk the cost of cable inquiry, or wait two or three months for an answer by mail, the order was eventually placed for the machine described in the catalogue with prices.

At first glance the moral of this short story seems to be self-evident, and the loss of a good order by the delinquent manufacturer, to be a just penalty for his remissness, but there is very possibly another side to the story. Unfortunately we are not told how or where the merchant obtained the catalogues. If he secured them at the consulate where they were open to the inspection of any visitor, or picked them up from the table at his club, we can only congratulate the manufacturer whose catalogue gave no prices on his good judgment in not indiscriminately circulating information that might eventually result in his losing much greater profits than would have resulted from the placing of this one order.

Complaints of the promiscuous quotation of wholesale or lowest prices, in response to any and all inquiries from abroad, are much more frequent, or at least come frequently from much more important sources, than criticisms of failure to send prices with every catalogue. The very merchant who voiced his criticism in this instance, would doubtless have been annoyed if the customer for whom he wished to purchase the machines had been quoted the same prices that he had to pay for them.

American manufacturers are very glad to name their prices for anything they have to sell, but they want to know—at least they ought to know—to whom they are making quotations. In requesting prices and terms, therefore, it behooves the inquirer to make it possible for the manufacturer to whom he applies to ascertain his status in trade; whether wholesaler, retailer, consumer or agent. A mere request for catalogues and prices, coming to an American manufacturer from a total stranger in a far-off land, may and we believe usually does, receive a prompt and courteous response, but if the request for prices is definitely answered, the manufacturer takes the chance of losing any trade he may have built up in the market from which the inquiry comes.

Requests for lowest wholesale prices are coming to the United States with unusual frequency at this time, when higher prices cause small merchants to attempt to "go over the head" of the regularly-established importing houses. Care in quoting prices on the part of American manufacturers ought therefore to be encouraged by all legitimate importers in any part of the world and if such firms will make their position in trade clear, when asking for quotations, it will be in their own interests quite as much as that of the manufacturer.

GOVERNMENT NOTICES AFFECTING TRADE.

Canada.

PROHIBITED EXPORTS.

His Excellency the Governor General in Council, on the recommendation of the Minister of Customs, and under and in virtue of the provisions of section 291 of The Customs Act, and section 6 of The War Measures Act, 1914, is pleased to order and it is hereby ordered as follows:—

The exportation of the following goods is hereby prohibited to all destinations in Norway, Sweden, Denmark and Holland, viz:—

All kinds of arms, guns, ammunition and explosives, machines for their manufacture or repair, component parts thereof, materials or ingredients used in their manufacture, and all articles necessary or convenient for their use;

All contrivances for or means of transportation on land or in the water or air, machines used in their manufacture or repair, component parts thereof, materials or ingredients used in their manufacture, and all instruments, articles and animals necessary or convenient for their use;

All means of communication, tools, implements, instruments, equipment, maps, pictures, papers and other articles, machines and documents necessary or convenient for carrying on hostile operations;

Coin, bullion, currency, evidences of debt, and metal, materials, dies, plates, machinery and other articles necessary or convenient for their manufacture;

All kinds of fuel, food foodstuffs, feed, forage, and clothing, and all articles and materials used in their manufacture;

All chemicals, drugs, dyestuffs and tanning materials;

Cotton, wool, silk, flax, hemp, jute, sisal, and other fibres and manufactures thereof;

All earthenware, clay, glass, sand, and their products.

Hides, skins, and manufactures thereof;

Non-edible animal and vegetable products;

Machinery, tools, and apparatus;

Medical, surgical, laboratory, and sanitary supplies and equipment;

All metals, minerals, mineral oils, ores, and all derivatives and manufactures thereof;

Paper pulp, books, and printed matter;

Rubber, gums, rosins, tars, and waxes, their products, derivatives, and substitutes, and all articles containing them;

Wood and wood manufactures;

Coffee, cocoa, tea and spices;

Wines, spirits, mineral waters, and beverages.

PERSONS AND FIRMS IN COUNTRIES OTHER THAN ENEMY COUNTRIES WITH WHOM FIRMS IN CANADA ARE PROHIBITED FROM DEALING.

By Order in Council of the 25th August the Committee of the Privy Council of Canada has approved of a Consolidated Statutory List of persons and firms in countries other than enemy countries with whom persons and firms in Canada are prohibited from dealing. The said list, together with all information in connection therewith, is published in the *Canada Gazette* of Saturday, September 15, and can be obtained upon application to the King's Printer, Ottawa.

France.

PROHIBITED IMPORTS.

In previous issues of the *Weekly Bulletin* (Nos. 686 and 704, pages 1283 and 198 respectively) notice was given of a decree of the French Ministry of Commerce, Industry, Posts and Telegraphs regarding the importation into France of goods of foreign origin. Three lists of articles were mentioned, the import of each of which was subject to different conditions.

Under date of August 22, Mr. Philippe Roy, Canadian Commissioner General, Paris, forwards a translation of an Order in Council of July 13, modifying previous regulations concerning these lists. Any one interested in the export to France of any particular article or articles may obtain full information upon application to the Commercial Intelligence Branch of the Department of Trade and Commerce. (Refer File No. 17841.)

TARIFF CHANGES AND INTERPRETATIONS.

South Africa.

The following tariff interpretations of the Commissioner of Customs of the Union of South Africa has been forwarded by Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town:—

Article.	Rate.	No in Tariff	Rebate (under the respective Tariff numbers) upon goods the growth, produce, or manufacture of the U.K. or reciprocating British Colonies.
1. Aural apparatus (for testing hearing).....	Per £100, £20	193	3 % <i>ad valorem</i> .
2. Breathing apparatus (for mine rescue work) ...	Free	174	—
3. Chromate of baryta (for match heads).....	Per £100, £20...	193	3 % <i>ad valorem</i> .
4. Cylinder head gaskets (for motor car cylinders).	Per £100, £20..	193	3 % <i>ad valorem</i> .
5. Cylinders containing oxygen when specially constructed so as to form a part of a life-saving apparatus.	Free.....	174	—
6. Insulating tape (sleeving) (when imported by importers of electrical materials, and on a declaration that it is to be used for insulating purposes).	Per £100, £3....	114B	The whole of the duty.
7. "Luton" straw-hat dye	Per £100, £20..	193	3 % <i>ad valorem</i> .
8. "Mexphalte" (for use in road-making).....	Per £100, £3... ..	135A	The whole of the duty.
9. Miniature medals (when imported for or by members of the military, naval, or other forces of His Majesty).	Free.....	148	—
10. "Paris green"—copper aceto-arsenite (a substance for the destruction of pests on plants).	Per £100, £3... ..	134	The whole of the duty.
11. Patent quazare electrodes.	Per £100, £3....	117F	The whole of the duty.
12. "Puritol" (used for purifying acetylene gas generated for the oxy-acetylene welding process).	Per £100, £20..	193	3 % <i>ad valorem</i> .

Shoddy (flock), item 13 of Tariff Interpretation No. 23 of May 8, 1917, should read: Shoddy (flock), rate free.

Tariff Item 159. Assay apparatus for dry assaying. The following articles are entitled to admission under item 77 of the tariff as "assay apparatus" and will replace those appearing on the list, page 320 of the Tariff Book, which is to be considered as cancelled:—

Annealing cups, balances (assay and pulp), bowls, lead, crucibles, crucible tongs, crushers, cupels, cupel moulds, cupel tongs, flattening mill, furnaces, gloves, asbestos,

gold washing pans, hammers and anvils, ingot moulds, iron mortars and pestles, mattresses, moulds, muffles, muffle scrapers, ore crushers, pans, cleaning up, sample, and settling, parting cups, parting flasks, pokers, pulverizing plates, pulverizing rubbers, roasting dishes, rollers, sample shovels, samplers (dividers), scoops, scorifiers, scrapers, shovels, sieves, sifting pans, tongs, trays (cupel), weights (assay and assay tons).

LEGISLATION REGULATING THE IMPORTATION, SALE, ETC., OF FERTILIZERS, FARM FOODS, SEEDS,
AND PEST REMEDIES.

(Board of Trade Journal.)

An extraordinary issue of the *Government Gazette* of the Union of South Africa, dated June 25, publishes the text of an Act to regulate the sale of fertilizers, farm foods, seeds and pest remedies. This Act (No. 21 of 1917), which may be cited as the "Fertilizers, Farm Foods, Seeds and Pests Remedies Act, 1917," is to come into operation on a date to be fixed by the proclamation of the Governor General; it repeals the similarly named Act (No. 20 of 1907) of the Cape of Good Hope, and provides, *inter alia*, that no person may sell as a fertilizer any article which does not contain, in a form or combination available as plant food, nitrogen, or phosphoric oxide, or potash or lime. Every person who sells any fertilizer or farm food must, at the time of delivery, furnish the purchaser with an invoice stating the quantity sold, the name and for brand under which the fertilizer or farm food is registered, and also the chemical constituents thereof. That statement in the invoice is to be deemed to be a guarantee that the article is as described therein. The Act further provides for the labelling of packages of agricultural seeds, so as to show the name of the seeds and the percentage of purity and germinating capacity.

It is also provided in the Act that no person shall import into the Union any bones for the purpose of manufacturing therein any fertilizer, or import, or have or expose for sale therein any fertilizer manufactured from bones outside the Union, unless he produces a certificate signed in the country of origin by a person designated by the Minister of Agriculture that the bones or fertilizer have been completely sterilized. Provision is also made for the inspection of imported fertilizers, farm foods, seeds, and pest remedies, and for their disposal as directed by the Department of Agriculture, if found to be otherwise than required by this Act.

NOTES ON FOREIGN TRADE.

Production and Export of Sulphuric Acid in Japan.

The following report on the Japanese production of sulphuric acid and the export thereof, translated from the *Japan Weekly Chronicle*, has been furnished by Mr. E. F. Crowe, Acting Canadian Trade Commissioner, Yokohama, Japan:—

Since the beginning of the year the price of sulphuric acid has been steadily advancing owing to increased exports to Russia and China, and also to the Allies for war purposes. As a result, some of the artificial fertilizer companies have reduced the output of fertilizers and devoted their energies to the manufacture of sulphuric acid, while a number of companies have been established exclusively for the manufacture of the chemical. Its output has accordingly increased in a large measure, and some anxiety is entertained of over-production after the war is over. According to latest investigations, the present total output in this country amounts to 582,500 tons a year, excluding the output of a few factories which is kept secret from the public. Of this quantity, 421,150 tons is consumed by the manufacturers themselves for the

manufacture of sulphate of ammonia, hydrochloric acid, etc., leaving the remaining 161,150 tons available for general requirements. The domestic demands now amount to about 100,000 tons a year, so that the quantity for export amounts to about 60,000 tons. It is taken for granted that on the conclusion of the war the export will fall off, while it is also very probable that the stoppage of war industries will cause a considerable decline in domestic requirements. It is estimated that the output of sulphuric acid, if turned out at the present rate, will be in excess of the demand by about 100,000 tons on the resumption of normal conditions after the war.

Venezuelan Market for Paints and Colours.

(Consul Homer Brett, *La Guaira, United States Commerce Reports.*)

Prior to 1914 the United States supplied a fair portion of the cheaper grades of paint consumed in Venezuela, but enamels and finer colours were obtained principally from Germany. Imports were as follows, from 1911 to 1915:—

Articles and Countries—	1911.	1913.	1914.	1915.
Paints	\$60,445	\$57,948	\$54,676	\$52,417
From United States	28,619	18,184	26,789	41,819
" Great Britain	2,247	7,072	5,037	5,136
" Germany	23,769	10,653	—	—
" Netherlands	3,071	1,749	2,820	2,495
Enamels and colours	*	26,999	21,769	23,375
From United States	*	6,123	9,063	19,668
" Germany	*	12,088	8,523	—
" Netherlands	*	2,447	2,351	1,312

* Included in "Paints."

For the first six months of 1916 the imports of ordinary paints amounted to \$41,605 and of enamels and colours to \$11,285. In 1915 American manufacturers acquired all the business of the country in this line, and it is certain that no ground has since been lost.

DUTIES—PACKING AND LABELLING.

The tariff provisions relating to paints are as follows: Asbestos preparations, ochres, and other pigments for water paints, \$1.37 per 100 pounds gross weight; colours and paints not elsewhere specified, \$17.13 per 100 pounds gross (including surcharges); prepared enamels, \$12.85 per 100 pounds gross; ordinary paints prepared in oil, \$3.43 per 100 pounds gross; special paints for floors, roofs, ironwork and cement, \$4.28 per 100 pounds gross; linseed oil, \$6.17 per 100 pounds; oils prepared for paints and drying oils not specified, \$10.27 per 100 pounds gross.

Paints are imported both in paste and powder form and ready mixed; tin containers are used and the style of package does not differ appreciably from that used in the United States. Some brands are labelled entirely in Spanish, but dealers apparently do not consider this a great advantage, as other brands with all the printing in English except a small slip denoting the colour are sold equally readily. As all duties are levied upon gross weights, the lightest practicable packing should be used; and the utmost care should be exercised in the preparation of consular invoices, for slight mistakes often involve heavy penalties. Whenever possible correspondence with Venezuelan firms should be in the Spanish language.

PRICES—ANNUAL PAINTING REQUIRED IN TOWNS.

The retail prices of paints prepared in oil are as follows: One-pound tin, 1.25 bolivars (\$0.24), 5-pound tin, 5 bolivars (\$0.97), and 10-pound tin, 10 bolivars (\$1.93). Prices per kilogramme (2.2 pounds) for paint in powdered form are as follows: Spanish white and yellow ochre, \$0.20; green, ultramarine blue, and English yellow, \$0.77; red ochre, \$0.30; white lead, \$0.58; umber and black, \$0.39.

The demand for water paints is relatively large. In La Guaira and Caracas the civil authorities order the fronts of all houses to be painted each year in May, just before the National Congress meets, and this annual painting by order is general throughout the cities and larger towns. Water paints are used for this purpose almost exclusively, as there are no houses of wood. In paints, as in most lines of merchandise, the local market pays more attention to prices and to credit terms than to quality.

Future Trade in Mesopotamia.

(London Times Trade Supplement.)

The recent operations in Baghdad and Mesopotamia have brought forth a crop of suggestions as to the possibilities of the market. Although cotton piece-goods remain the most important article of import, there has been in recent years such a steadily growing demand for smooth-faced broadcloth that it should now prove the next most valuable line of trade. Not a few immediate opportunities, besides excellent prospects for future openings, arise from the fact that the Arab is rapidly learning the advantages of labour-saving appliances. Up-to-date farming tools should find a ready sale, and there is no reason why a fair trade should not be built up in the more elaborate implements and machinery. Natives require to see the article before they purchase it, so it is advisable to arrange demonstrations. A large business could be done in haberdashery, hardware, woollen goods, embroideries, soaps, and timber. For boots there would be a very ready sale in either black or brown leather, and the elastic side make would be more popular than either lace or button. France and Germany used to be the principal suppliers of footwear to Baghdad. British goods of all kinds have, however, an excellent reputation. As regards methods of obtaining trade, it is most desirable to show the buyer the actual article offered. Catalogues, price-lists, and photographs are quite inadequate.

New Japanese Steamship Line for Argentina.

(Consul General W. Henry Robertson, Buenos Aires, United States Commerce Reports.)

The Japanese steamship company, Osaka Shosen Kaisha (Osaka Mercantile Steamship Co., Ltd.), of Tokyo, has inaugurated a regular line of cargo steamers between Japan and Brazil and Argentina. Its first vessel, the *Kasato Maru* (6,209 tons), is already in service, and is to be followed by vessels of a similar size. They will carry products from Japan and other eastern countries to Brazil and Argentina, and will make calls at Vladivostok, Chinese ports, Singapore, Durban and Cape Town. Large numbers of Japanese emigrants, reported to have been contracted for by the state of Sao Paulo, Brazil, to settle and colonize in the coffee-growing regions of that state, are to be carried to Santos. Coffee, woods, and other Brazilian products and Argentine agricultural produce will be taken on the return voyage.

Hydro-Electric Development for New Zealand.

(London Times Trade Supplement.)

Investigations have been in progress concerning the best method of converting the water-power of North Island, New Zealand, into electric current, and an interim report on the subject has now been issued. The development of three sources of energy is recommended, viz., one in the Auckland district, another in the Hawkes Bay district, and a third in the Wellington district, the reason being that conditions are not

favourable to one big central source being developed and the force transmitted throughout the whole island. For the Auckland district it is suggested that the Hora-Hora works of the Waihi Gold Mining Company should be taken over and supplemented by obtaining 7,000 horse-power by means of damming the Ponkewhenua river and piping from the dam to an extension of the present power-house. The cost of the head works and power plant is estimated at £330,000. It is further proposed to develop 30,000 horse-power on the Waikato river and build transmission lines to Auckland on the north and to Rotorua on the south. The estimated cost of this scheme is £1,200,000. As regards the Hawkes Bay district, sufficient power is reported to be available to provide a stand-by for the Wellington district. The problem in the latter region has proved a difficult one. The most promising source is one on the Mangahao river, where 25,000 horse-power could be produced. Another development might be necessary in Toranaki district, where more than one source is available. Moreover, auxiliary steam sets are proposed. The cost of developing the 25,000 horse-power source is given at £420,000, whilst trunk lines, distribution lines, substations, etc., would bring the expenditure up to one million sterling. It is not intended to start on the Waikato scheme in the immediate future, but on the Wellington scheme as soon as labour becomes available preparations can be made for plant and pipe lines.

General Trade Notes.

(British Export Gazette.)

China is an enormous market for imported hosiery.

The manufacture of spinning plant in Japan is under consideration.

The Russian moratorium has been further extended until April 30, 1918.

Japan and the United States are now keen competitors for the trade of Eastern Siberia.

Celluloid combs, hairpins, clasps, and similar goods, etc., find a good market in Argentina.

The manufacture of paper is being promoted in the Argentine under Government encouragement.

The manufacture of buttons from mother-of-pearl is a rapidly growing industry at Hanoi, Tonkin.

There is every probability that a government-aided textile industry will be started in the Argentine.

The wealthier classes in Ecuador are becoming increasingly good customers for well made imported shoes.

Cheap rubber balls and other toys, rubber heels, mackintoshes, and overalls are good selling lines in Peru.

India imports merchandise from New South Wales to a value of over a million and a half sterling annually.

A growing demand exists in China for bedsteads, especially for strong, highly-ornamented lines at low prices.

Upwards of 4,000 motor vehicles have been registered in Rangoon, which shows what a good market Burma is for mechanical tractors.

The largest condensed milk factory in the world will soon be working at Warrnambool, Victoria, under the control of the Nestlé and Anglo-Swiss Condensed Milk Co., Ltd.

Important and extensive irrigation works in Chile are under consideration. Included are four canal schemes, one alone being estimated to cost nearly £2,000,000.

The trade of British Malaya in cooking utensils and hardware and cutlery was formerly in the hands of enemy firms, but after the war it should remain wholly British.

Electric lighting is to be undertaken in a number of towns in Chile, principally under concessions granted by the municipalities. Good orders for the necessary plant and materials should be forthcoming after the war.

In spite of the abundance of timber in the country, there is a general demand in Russia for metal bedsteads at moderate prices, say, from £1 4s. to £2 retail. They are preferred with laced iron bands, not spring mattresses.

So many agricultural implements are now bought direct from dealers by Indian agricultural associations, co-operative societies, and individuals in the Bombay Presidency, that it is not possible to compute the number sold annually.

Mr. J. J. Loug, a senator of the Federal Parliament of Australia, is making a tour of the Dutch East Indies, the Straits Settlements, and the Federated Malay States, with a view to seeing to what extent Australian trade can be developed with those markets.

His Majesty's Minister at Montevideo suggests that it would be in the interests of British business in Uruguay for firms to appoint separate representatives at Montevideo instead of leaving representation in the hands of agents at Buenos Aires, thereby endeavouring to cover both the Argentine and Uruguay from one centre.

Efforts are being made to replace German by British goods in Crete, including textiles of every description, boots and shoes, ironmongery, iron bedsteads, cutlery, enamelled goods, paints, leather manufactures, condensed milk, and other foodstuffs. The market, however, requires unceasing vigilance in the matter of credits.

The new customs laws of Ecuador have been suspended.

An industry for refining camphor is to be established in Formosa.

Russia is becoming increasingly attracted to the possibilities of refrigeration.

Iron roller mills and modern sugar cane furnaces are increasing in Southern India.

The importation into India of aluminium and manufactures of that metal is prohibited.

The smelting of tin at Arica, Chile, will probably be commenced in the next few months.

The importation of motor cars into the Straits Settlements has been prohibited except under license.

There is some likelihood that a paper-making industry will shortly be started at Sao Paulo, Brazil.

Screwing and tapping machines may now be imported into Australia duty free if of British origin.

Peru is always a good market for small wood-working machinery, electric-driven machines being mostly in vogue.

Barcelona is an excellent market for motor boats of varying types. Price is, however, an important consideration.

Portland cement is now being manufactured in the Argentine.

The iron mines near Mukden, Manchuria, are to be exploited by joint Chinese and Japanese enterprise.

Catalogues should not be sent to Russia with stiff backs, as these are being removed during the war before being admitted.

Personal contact is a far more successful method of obtaining Italian trade than the sending of catalogues and price lists.

It is of little use sending catalogues or price lists to Finland printed in Russian. Swedish and Finnish are the languages employed.

The manufacture of dyes has been started at Santa Fé, Argentina, and samples of the products have already been received in England.

Italian importers state that while British goods placed on the market are better in quality than those formerly supplied by Germany, the prices are much higher.

The provisional commercial agreement between Italy and Brazil has been denounced by the Italian Government, and will cease to have effect at the end of the present year.

A new semi-monthly Dutch steamship line is to be inaugurated between Batavia and San Francisco, touching at Singapore, Hong Kong, Nagasaki, Yokohama, and Honolulu *en route*.

The Peruvian Government has decided to put the city of Callao into a state of thorough sanitation, and large orders for the requisite piping and other material should result when circumstances permit.

Japan's shipments of cotton goods to India during 1914 amounted to £657,300; in 1916 they had advanced to £1,742,300.

English firms in China, suggests the British Chamber of Commerce, Shanghai, should always be regularly supplied with new samples. The Chinese appreciate new ideas.

A large distributing firm at Omsk, Siberia, have decided to organize a series of permanent exhibitions of foreign goods in the more important towns of Western and Central Siberia.

Russian municipalities are arranging to import boots and shoes on a large scale in order that the public may purchase them at reasonable rates. Moscow is in the market for 400,000 pairs.

The demand for ploughs, winnowers, and other agricultural implements tends steadily to increase in India, particularly in the Punjab, the Central Provinces, Madras, Bombay, and the United Provinces.

The imports of the Federated Malay States in 1916 were valued at £8,339,000, an increase of 13 per cent on the amount for the previous year. Increased prices of goods were responsible for the advance.

The deposits of marine or posidonia fibre on the South Australian coast are being put to industrial uses. This fibre is stated to be useful in the manufacture of carpets and paper, and also as an insulating material.

Last year, in spite of all handicaps, Great Britain enjoyed 76 per cent of the textile trade of Australia, 64 per cent in regard to manufactured metals, 81 per cent in stationery, and 71 per cent in industrial chemicals.

The F.M.S. Chamber of Commerce is urging the compilation by the Department of Trade and Customs in the Federated Malay States of tabulated trade returns, and their issue at regular intervals to the mercantile community.

The British Vice-Consul at Manaos reports that though trade in the Brazilian State of Amazonas is particularly profitable just now, he regards the prosperity as artificial, and warns British export houses against extending large or lengthy credits.

During the war Japan's imports of raw materials have increased enormously. Last year they were valued at £42,623,000, against £30,249,000 in 1915 and £29,238,000 in 1914. Raw cotton accounted for more than half the total, iron ore, bar and tube were second in importance, and raw wool third.

Sir Owen Philipps, M.P., stated at the annual meeting of the Elder-Dempster Co., Ltd., that the retention of the British industry for crushing palm kernels is now fairly assured. The past year showed record imports of the kernels, and the company carried 25 per cent more than in 1913, when Germany enjoyed the crushing monopoly.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East.

Week ending September 14, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	93,854	235,930	16,522		346,306
Consolidated Elevator Co.	96,237	129,301	6,154	33,891	265,583
Empire Elevator Co.	40,324	192,339	6,704	56,001	295,268
Ogilvie Flour Mills Co.	217,285	93,698	3,661		314,644
Western Terminal Elevator Co.		140,295	3,376	47,486	191,157
G.T. Pacific	72,347	337,546	13,314	44,038	467,245
Grain Growers' Grain Co.	18,645	376,754	7,879		403,278
Fort William Elevator Co.		64,532	14,554	12,611	91,697
Eastern Terminal Elevator Co.	19,836	109,539	2,163		131,538
Port Arthur—					
Port Arthur Elevator Co.	395,187	544,606	66,898	52,269	1,058,960
D. Horn & Co.	41,528	90,275	10,378	26,968	169,149
Dominion Government Elevator. . .	200,956	627,250	18,282	84,176	930,664
Thunder Bay Elevator.	71,939	108,005	1,874	18,266	200,084
Total Terminal Elevators.	1,268,138	3,050,070	171,759	375,706	4,865,673
Saskatoon Dom. Govt. Elevator.	27,763	52,354			80,117
Moosejaw Dom. Govt. Elevator.	153,268	39,588	660	70	193,586
Calgary Dom. Govt. Elevator.	3,617		109	516	4,242
Vancouver Dom. Govt. Elevator.	3,002				3,002
Total Interior Terminal Elevators. .	187,650	91,942	769	586	280,947
Depot Harbour.					—
Midland—					
Aberdeen Elevator Co.	49,713				49,713
Midland Elevator Co.		69,200			69,200
Tiffin, G.T.P.	1,000	3,826			4,826
Port McNicol.	448,321	56,476			504,797
Collingwood.					—
Goderich Elevator and Transit Co.	122,947	94,049			216,996
Western Canada Flour Mills Co., Ltd. .	111,574	22,844			134,218
Kingston—					
Montreal Transportation Co.	3,937				3,937
Commercial Elevator Co.	5,300	3,044			8,344
Port Colborne.	148,310				148,310
Prescott.					—
Montreal—					
Harbour Commissioners No. 1.	196,234	253,295	1,440		450,969
" " No. 2.	264,612	201,002	2,567		468,181
Montreal Warehousing Co.	412,998	241,789			654,787
Quebec Harbour Commissioners.	1,855	13,302		†4,415	19,572
West St. John, N.B.	228,652		1,656		230,308
Halifax, N.S.	132,833				132,833
Total Public Elevators.	2,128,086	958,827	5,663	†4,415	3,096,991
Total quantity in store.	3,583,874	4,100,839	178,191	376,292	8,243,611

† Corn.

In addition to the above there are 23,201 bushels of United States corn, and 1,680 United States rye in store at Harbour Commissioners Elevator No. 2, Montreal.

**Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior
Terminal Elevators, and at Public Elevators in the East for the Week ended
September 14, 1917.**

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—				
No. 1 Hard	125,533			125,533
No. 1 Northern	694,819		290,867	985,716
No. 2 "		1,608	402,033	403,641
No. 3 "	69,809	1,289	407,680	478,778
No. 4 Wheat	44,208	44	262,355	306,607
No. 5 "	22,487	1,965	126,070	150,522
No. 6 "	22,813	1,995	69,531	94,339
Other	288,439	27,481	569,550	885,470
Totals.....	1,268,138	34,382	2,128,086	3,430,606
In store at Moosejaw not graded.....		153,268		153,268
Totals.....		187,650		3,583,874
Oats—				
No. 1 C. W.	13,171			13,171
No. 2 "	1,322,266	1,042	220,082	1,543,390
No. 3 "	374,064		202,665	576,729
Ex. No. 1 Feed	624,584	20,597	43,292	688,473
No. 1 Feed	172,087	12,609	86,178	270,874
No. 2 "	262,840	3,543	23,714	290,097
Other	281,058	14,563	382,896	678,517
Totals.....	3,050,070	52,354	958,827	4,061,251
In store at Mossejaw not graded.....		39,588		39,588
Totals.....		91,942		4,100,839
Barley—				
No. 3 extra C. W.	1,390			1,390
No. 3 C. W.	51,349	107	632	52,088
No. 4 "	66,489	2	808	67,299
Feed	8,554			8,554
Rejected	23,018		2,567	25,585
Other	20,959		1,656	22,615
Totals.....	171,759	109	5,663	177,531
In store at Moosejaw not graded.....		660		660
Totals		769		178,191
Flax—				
No. 1 Northwestern Canada	200,834	342		201,176
No. 2 C. W.	77,068	162		77,230
No. 3 "	54,653	12		54,665
Rejected				-
Other	43,151			43,151
Totals	375,706	516		376,222
In store at Moosejaw not graded.....		70		376,270
Totals		586	4,415	4,415
Corn.....				
Total quantity in store.....	4,865,673	280,947	3,096,991	8,243,611

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East, on September 14, 1917, with comparisons for three years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>September 14, 1917.</i>			
Terminal Elevators.....	1,268,138	3,597,535	4,865,673
Interior Terminals.....	187,650	93,297	280,947
Public Elevators in the East.....	2,128,086	968,905	3,096,991
Total.....	3,583,874	4,659,737	8,243,611
<i>September 15, 1916.</i>			
Terminal Elevators.....	4,360,270	4,225,660	8,585,930
Interior Terminals.....	303,317	73,782	377,099
Public Elevators in the East.....	7,118,153	9,209,705	16,327,859
Total.....	11,781,740	13,509,148	25,290,888
<i>September 17, 1915.</i>			
Terminal Elevators.....	2,983,871	1,383,977	4,367,848
Interior Terminals.....	27,951	1,089	29,050
Public Elevators in the East.....	768,119	394,763	1,162,882
Total.....	3,779,931	1,779,829	5,559,780
<i>September 17, 1914.</i>			
Terminal Elevators.....	9,858,599	3,223,300	13,091,899
Public Elevators in the East.....	1,720,010	480,341	2,200,351
Total.....	11,588,609	3,703,641	15,292,250

TENDERS INVITED.

South Africa.

POSTS AND TELEGRAPHS INDENTS.

The Trade Commissioner in Cape Town, Mr. W. J. Egan, has forwarded to the Department of Trade and Commerce copies of indent No. 137, issued by the Department of Posts and Telegraphs of the Union of South Africa and recently transmitted to the High Commissioner for South Africa in London, England. The requirements (including such items as kakhi serge and drill, scarlet melton, arm badges and large and small brass buttons), of the South African Department of Posts and Telegraphs, as indicated in this indent may be had at the Department of Trade and Commerce, Ottawa. (Reference File No. A-1723). This indent is of service in pointing out to Canadian manufacturers the necessity of representation in South Africa or London.

TENDERS FOR LOCOMOTIVES.

The South African Railways and Harbours are advertising in the Capetown newspapers that the High Commissioner for the Union of South Africa in London, England, has been requested to invite tenders for 20 Class 15A locomotives and tenders. Tender forms and full particulars may be obtained only from the office of the High Commissioner for the Union of South Africa in London, England.

Australia.

Indents, tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for equipment required by the New South Wales Government Railways, Sydney; the Postmaster-General's Department, Melbourne and the Postmaster-General's Department, Adelaide, S.A. These tender forms are open to the inspection of Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer File No. 17424). Particulars of the requirements, together with the date on which the tenders close at Meybourne, are briefly outlined thus:—

NEW SOUTH WALES RAILWAYS.

The following indents have been forwarded by the New South Wales Government Railways, Sydney, to the Agent-General for New South Wales, 123 Cannon street, London, E.C., England:—

No.	Date.	Particulars.	Estimated Cost.
34-17.	July 20.—One	100-ton "Holmen" coaling plant, and rands, as specified.. . . .	£775 0 0

POSTMASTER-GENERAL'S DEPARTMENT, MELBOURNE.

Tenders addressed to the Deputy Postmaster-General, Melbourne, are as follows:—

Schedule.	Date Closing.	Particulars.
For New South Wales—		
No. 1435.	December 4, 1917.	—64 miles and 770 yards paper insulated, lead covered cable.
No. 1435.	"	4, 1917.—1 mile and 880 yards submarine telephone cable.
No. 1435.	"	4, 1917.—1,320 yards switchboard silk and cotton insulated cable.
For Victoria—		
No. 1435.	"	4, 1917.—30 miles and 712 yards paper insulated, lead covered cable.
For Queensland—		
No. 1435.	"	4, 1917.—30 miles and 896 yards paper insulated, lead covered cable.
No. 1435.	"	4, 1917.—5 miles telephone paper insulated, lead covered cable.
No. 1435.	"	4, 1917.—1 mile enamelled wire cotton covered and lead sheathed cable.
No. 1435.	"	4, 1917.—9 miles and 840 yards switchboard silk and cotton insulated, light lead covered cable.
For South Australia—		
No. 1435.	"	4, 1917.—45 miles and 1,098 yards paper insulated, lead covered cable.
No. 1435.	"	4, 1917.—10 miles twin conductors vulcanized, india-rubber and lead covered cable.
No. 1435.	"	4, 1917.—30 miles enamelled wire, cotton and lead sheathed cable.
No. 1435.	"	4, 1917.—1 mile and 1,100 yards switchboard silk and cotton insulated light load taped and braided cable.
No. 1435.	"	4, 1917.—50 miles, two conductors, twenty pounds enamelled wire cotton covered and lead sheathed cable.
For Western Australia—		
No. 1435.	"	4, 1917.—19 miles and 866 yards paper insulated, lead covered cable.
For Tasmania—		
No. 1435.	"	4, 1917.—1 mile and 1,506 yards paper insulated, lead covered cable.

Delivery is to be made to the Stores Branch, Postal Department, in the capital cities of the respective states, except Tasmania where the delivery is to be made at the Post Office, Launceston (via Melbourne). The attention of Canadian manufacturers is especially directed to the large quantities of wire and cable required in the Australian states the tenders for which, in each case, are to be addressed to the Deputy Postmaster-General, Melbourne.

POSTMASTER-GENERAL'S DEPARTMENT, ADELAIDE.

Tenders addressed to the Deputy Postmaster-General, Adelaide, are as follows:—

No. 476—October	31, 1917.	—60 parts for Wheatstone receivers, as specified.
No. 478—December	12, 1917.	—1,500 switching cords, as specified.
No. 478—	"	12, 1917.—950 cords, 4 conductors, as specified.
No. 478—	"	12, 1917.—100 " 3 " "
No. 480—	"	12, 1917.—550 dry, square cells, as specified.
No. 481—	"	12, 1917.—10 resonators, for Morse sounders.
No. 481—	"	12, 1917.—500 curved, porcelain tubes.
No. 481—	"	12, 1917.—10 resistance boxes.
No. 482—	"	12, 1917.—50 carbon blocks, with felt ring and copper electrode.
No. 482—	"	12, 1917.—4 pounds granulated carbon, for microphone.
No. 482—	"	12, 1917.—50 control locks and three keys for telephones.
No. 482—	"	12, 1917.—1,000 carbon diaphragms.
No. 482—	"	12, 1917.—200 aluminium transmitter diaphragms.
No. 482—	"	12, 1917.—500 plugs, 2-part.
No. 482—	"	12, 1917.—2,000 plugs, 3-part.

TRADE INQUIRIES.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1308. **Bacon, hams and cheese.**—A London firm wish to hear from Canadian producers and shippers of bacon, hams and cheese, who will ship direct to India.

1309. **Machinery.**—An important official body in Omsk, Siberia, is anxious to receive particulars as soon as possible with regard to the ability of Canadian manufacturers to supply machinery and appliances for the working of wool, skins, hides, grease, bone, horns, hoof, blood and other bye-products of the animal-raising industry of the Siberian steppes. Further information may be had on application. (File No. 16412.)

1310. **Electrodes.**—An important firm in Genoa has an urgent inquiry for 10 tons of either carbon or graphite electrodes, 100 mm. or 120 mm. in diameter, the length to be from 1,600 to 1,800 metres. Quotations by cable with statement of definite delivery are asked for.

1311. **Lumber.**—A correspondent makes inquiry for the best Canadian source of supply for prompt shipment of the following: 500 dry rock maple wrest planks for piano, size 4 feet 0 inch by 9 inches by 2 inches thick; 1,000 feet rock maple, about 12 inches by 1, any length; 500 dry rock maple wrest planks, 4 feet 8 inches long, 9 inches wide, 2 inches thick; 1,000 feet birdseye maple veneer; 1,000 feet Canadian walnut veneer. All to be guaranteed in sound condition and thoroughly dry, for piano-making.

1312. **Cloths, serges, and men's shoes.**—A merchant of Odessa, Russia, who has been doing a large business with English firms in the past, would like to open up business relations with Canadian manufacturers in the following lines: Cloths and serges for men's suitings for summer, autumn, spring and winter; woollens in black and blue for ladies' costumes; men's boots of best quality in all popular sizes, colourings and shapes. He would be immediately prepared to buy 5,000 yards of cloths and serges for men, 3,000 yards of woollens for ladies' costumes, and 5,000 pairs of men's shoes, paying cash against documents.

1313. **Badger skins.**—A contractor of the British Government wishes to secure Canadian badger skins.

1314. **Apples.**—A Paris firm who state they are large buyers of table apples, in barrels, desire to know the price per barrel at Montreal, or Havre, if possible. The Pomme Fameuse, Wealthy, St. Alexander, Sepy, Golden Russet, etc., etc., are all varieties that interest them. They ask to be referred to some good shippers, reliable Ontario firms, so that they may try and do business with them.

1315. **Evaporated apples, canned fruits, etc.**—A Paris firm state that they could dispose of evaporated apples, canned fruits, bottles, canned vegetables, green kidney-beans, small peas, dried kidney-beans, etc., etc.

1316. **Jute, hemp and linen bags.**—A French gentleman states he can guarantee sales of more than two million francs per annum of jute, hemp and linen bags. If a Canadian firm is willing to establish a warehouse in France he says he can obtain for it more than two thousand clients.

1317. **Hardware.**—A Port Elizabeth firm of wholesale importers requests catalogues and discounts and prices of household and builders' hardware.

1318. **Bootmaker's requisites.**—A Port Elizabeth firm of boot and shoe manufacturers request correspondence, catalogues and price-lists, with samples when possible, of every article entering into the construction of a boot or shoe, including stains, laces and boot boxes.

1319. **Dairy utensils and implements.**—A Queenstown firm of wholesale jobbers request catalogues and price-lists quoting f.o.b. Canadian ports, and full details regarding packing, on dairy machinery, implements and utensils.

1320. **Agricultural implements.**—A Queenstown firm of wholesale jobbers request catalogues and price-lists quoting f.o.b. Canadian ports, and full details regarding packing, on agricultural implements, tools, ploughs and other farm utensils.

1321. **Hardware.**—A Queenstown firm of wholesale jobbers request catalogues, price-lists and samples when possible, on hardware for household purposes, shelf hardware, enamelware and all kinds of kitchen utensils, particularly in the cheaper makes.

1322. **Brushware.**—A Queenstown firm of wholesale jobbers request catalogues and price-lists on Canadian-made brushware.

1323. **Wire.**—A Queenstown firm of wholesale jobbers ask for quotations and full particulars *re* delivery on plain and barbed wire.

1324. **Building hardware.**—A Durban firm of general merchants specializing in building material, request communications from Canadian firms manufacturing any line of building hardware.

1325. **Wire.**—A Durban firm of general merchants ask for samples and quotations of Canadian wire of all kinds.

1326. **Box shooks.**—A Durban firm of importers making a specialty of box shooks ask Canadian manufacturers prepared for export to correspond at once.

1327. **Furniture hardware.**—A Port Elizabeth firm of furniture manufacturers request correspondence, catalogues and price-lists from Canadian manufacturers of hardware fittings for the furniture trade.

1328. **Furniture woodenware.**—A Port Elizabeth firm of furniture manufacturers request correspondence, samples when possible and quotations from Canadian shippers of 3-ply wood, veneers in oak, ash and satin walnut.

1329. **Sterilized flour.**—Supplies of “sterilized” flour packed in tins for use in tropical countries are required for export to the Belgian Congo.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

- (*Circulated within Canada only.*)
- Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

- *Canada Year-Book. (*Price, \$1.00.*)
- *Census Returns. (*Price of volumes vary.*)
- *Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, via Carlo Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuideblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrinskaya, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nasseau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

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Commercial Intelligence Journal

VOL. XVII.

No. 714.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, OCTOBER 1, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, October 1, 1917.

No. 714

INFORMATION RESPECTING UNITED STATES EXPORT RESTRICTIONS.

The information respecting restrictions on exports from the United States and licenses therefor published on page 673, *Weekly Bulletin* No. 713, has been revised to date as follows:—

1. The Exports Administrative Board, 1435 K street, N.W., Washington, D.C., U.S.A., have prescribed the following forms of special interest in Canada to be used in connection with licensing for export such goods as are otherwise forbidden to be exported from the United States:—

Form A-1 is to be used for all commodities controlled by the president's proclamation of August 27, 1917, other than those mentioned in the lists submitted below, when the shipments are proposed to the following countries, or their colonies, possessions, or protectorates:—

Albania.
Denmark.
Kingdom of the Netherlands (in Europe).
Norway.
Spain.
Sweden.
Switzerland.

Form A-2 is to be used for proposed shipments of the same commodities as those for which Form A-1 is used, but when the said shipment is to the following countries or their colonies, possessions or protectorates:—

Abyssinia.
Afghanistan.
Argentine.
Belgium (that portion not occupied by Germany or her allies).
Bolivia.
Brazil.
China.
Chile.
Colombia.
Costa Rica
Cuba.
Dominican Republic.
Equador.
Egypt.
France.
Greece.
Gautemala.
Haiti.
Honduras.
Italy.
Great Britain.

Japan.
 Liberia.
 Mexico.
 Monaco.
 Montenegro.
 Morocco.
 Nepal.
 The colonies, possessions and protectorates of the Netherlands.
 Nicaragua.
 Oman.
 Panama.
 Paraguay.
 Persia.
 Peru.
 Portugal.
 Roumania.
 Russia.
 Salvador.
 San Marino.
 Serbia.
 Siam.
 Uruguay.
 Venezuela.

Form A-3 is to be used only for proposed shipments from the United States to *any country in the world* of the following commodities:—

Pig iron.
 Ferro-manganese.
 Ferro-silicon.
 Spiegeleisen.
 Steel ingots, billets, blooms, slabs and sheet bars.
 Iron and steel plates, including ship, boiler, tank (and all other iron and steel plates $\frac{1}{8}$ of an inch thick and heavier, and wider than 6 inches, whether plain or fabricated).
 Scrap iron.
 Scrap steel.

2. The Exports Administrative Board has announced a list of commodities whose conservation is necessary on account of the limited supply and the needs of the United States in its successful prosecution of the war. Accordingly the Board has practically prohibited the export of these articles, the list of which follows:—

Acetone.
 Alcohol.
 Aluminum.
 Ammonia salts.
 Ammonia nitrate.
 Anhydrous ammonia.
 Arsenate of lead.
 Arsenate of soda.
 Boiler tubes (iron and steel).
 Butter.
 Carbolic acid (Phenol).
 Castor oil and castor beans.
 Chrome nickel steel.
 Cotton linters.

Cyanide of sodium.
Ferro-silicon.
Ferro-canadium.
Flax.
Glycerine.
Iron and steel plates, including ship, boiler, tank and other iron and steel plates $\frac{1}{2}$ of an inch thick and heavier and wider than 6 inches, whether plain or fabricated.
Mercury salts.
Nitrate of soda.
Nitric acid.
Nitric salts.
Phosphoric acid.
Phosphorus.
Pig iron.
Potash and chlorate of potash.
Potassium salts.
Saltpetre.
Scrap iron.
Scrap steel.
Searchlights and generators (suited for army or navy use).
Sodium sulphite.
Spiegeleisen.
Stearine and stearic acid.
Steel billets.
Steel blooms.
Steel ingots.
Steel sheet bars.
Steel slabs.
Sugar.
Sulphate of ammonia.
Sulphur and sulphuric acid.
Superphosphate.
Tin plate.
Toluol.
Tungsten.
Wireless apparatus.
Wheat.
Wheat flour.
Wool rags.

Export licenses may be granted, however, for the above articles—

(a) When destined for actual war purposes or when they will directly contribute thereto.

(b) In certain unusual cases when such exports will contribute directly to the immediate production of important commodities required by the United States.

(c) And also in certain other cases where the articles may be exported in limited quantities without detriment to the United States.

(d) Further, licenses may also be granted for limited quantities of these conserved articles when required for purely medicinal or pharmaceutical purposes.

Shipments in Transit to Canada.

3. To facilitate exports to Canada and Newfoundland, the Bureau of Export Licenses has heretofore issued, through the Customs Service, a Special License whereby goods have been permitted to enter Canada and Newfoundland without individual

licenses for each shipment, except in the case of certain articles which the Exports Administrative Board has heretofore found it necessary to conserve, namely:—

- (1) Iron and steel plates, including ship, boiler, tank and all other iron and steel plates $\frac{3}{4}$ of an inch thick and heavier, and wider than 6 inches, whether plain or fabricated.

Iron and steel scrap.

Pig iron.

Steel billets.

For the above mentioned articles licenses have been required for shipments made on bills of lading dated on or after August 16, 1917.

- (2) Ferro-manganese.

Ferro-silicon.

Spiegeleisen.

Steel sheet bars.

Steel ingots.

Steel slabs.

Steel blooms.

For articles on the above list individual licenses have been required for shipments made on bills of lading dated on or after August 29, 1917.

- (3) Sugar.

Butter.

Wheat.

Wheat-flour.

For the above articles individual licenses have been required for shipment made on bills of lading dated on or after September 17, 1917.

All the articles mentioned above, other than those mentioned in lists (1), (2), and (3) immediately preceding, which are now added to the "conservation list," in accordance with this statement, will likewise require individual licenses for each shipment of such additional conserved commodities as are covered by bills of lading dated on or after September 20, 1917. This date has been fixed in order to avoid interference with goods in transit.

(The above lists are subject to change).

Information regarding forms A-2 and A-3, their use and where they may be procured, was published on page 673 *et seq.*, *Weekly Bulletin* No. 713.

AUSTRALIA.

FROM REPORT OF TRADE COMMISSIONER.

(Mr. D. H. Ross.)

MELBOURNE, July 24, 1917.

REVIEW OF AUSTRALIAN TRADE—PART V.

PAPER, STATIONERY, ETC.—MISCELLANEOUS.

Imports of Paper.

Aggregating the imports of paper of all kinds—including printing, wall and wrapping paper—paper board, stationery and stationers' sundries, the extent of the importations into the Commonwealth is shown in the following schedule:—

	1914-15.	1915-16.	Increase.
Total imports..	£2,745,827	£2,961,310	£215,483

Eliminating the item of printing paper, which is dealt with under a separate heading, the other lines of paper, boards, stationery, etc., imported from Canada in 1914-15 and 1915-16 are shown thus:—

	1914-15.	1915-16.	+ Increase. — Decrease.
Paper, advertising..	£ 1,280	£ 1,671	+ £ 391
“ millboard, etc..	441	8,961	+ 8,520
“ wall..	1,659	1,017	— 642
“ wrapping..	20,667	17,871	— 2,796
“ n.e.i., boards, etc.. . . . .	.....	388	+ 388
“ other..	1,222	44	— 1,178
“ pictures..	1	.....	— 1
“ cardboard..	183	.....	— 183
“ blotting..	195	.....	— 195
“ books, printed, inks, etc..	300	92	— 210
“ billheads, writing paper, etc..	61	129	+ 68
“ bill files, etc..	10	.....	— 10
“ account books..	29	.....	— 29
Drawing pencils and slates..	6	.....	— 6
Total..	£26,054	£30,173	+ £4,119

As in some other classifications, the values credited to Canada are less than the actual trade accomplished. The attention of Canadian manufacturers is directed to the detailed schedules below, which give particulars of Australian imports of paper from all countries in 1914-15 and 1915-16.

Statistical Details of Paper Imports.

The appended detailed schedules have been prepared to illustrate the total imports and sources of supply of all kinds of paper manufactures imported into Australia during the years 1914-15 and 1915-16:—

Imports of Paper, Apple Wrapping.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom..	£ 68	.....	— £ 68
“ Norway..	1,398	£ 163	— 1,235
“ Sweden..	6,974	4,543	— 2,431
“ Denmark..	168	.....	— 168
Total..	£8,608	£4,706	— £3,902

Imports of Paper, Bags (not Printed).

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom..	£ 3,079	£ 3,710	+ £ 631
“ United States..	8,868	6,236	— 2,632
“ other foreign..	55	42	— 13
“ other British..	15	.....	— 15
“ New Zealand.. . . . .	.....	19	+ 19
Total..	£12,017	£10,007	— £2,010

Imports of Paper, Blotting.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom..	£11,605	£13,256	+ £1,651
“ United States..	1,826	2,046	+ 220
“ Canada..	195	.....	— 195
“ other foreign..	92	.....	— 92
“ New Zealand.. . . . .	.....	1	+ 1
Total..	£13,718	£15,303	+ £1,585

Imports of Paper Boards, Coated, N.E.I.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom..	£ 6,381	£ 9,286	+ £2,905
“ Germany..	931	.....	— 931
“ Norway..	138	125	— 13
“ Sweden..	1,990	5,176	+ 3,186
“ United States..	4,555	3,864	— 691
“ Netherlands..	325	.....	— 325
“ other foreign.. . . . .	.....	34	+ 34
Total..	£14,320	£18,485	+ £4,165

Imports of Paper, Cardboard and Pasteboard.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom..	£12,138	£14,728	+ £2,590
“ Canada..	183	.....	— 183
“ Belgium..	135	.....	— 135
“ Germany..	1,704	.....	— 1,704
“ Netherlands..	133	249	+ 116
“ Sweden..	195	321	+ 126
“ United States..	6,704	11,358	+ 4,654
“ other foreign.. . . . .	.....	76	+ 76
“ Norway..	156	140	— 16
“ Austria-Hungary..	71	.....	— 71
Total..	£21,419	£26,872	+ £5,453

Imports of Paper, Cartridge.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom..	£6,504	£ 9,893	+ £3,389
“ Belgium..	148	.....	— 148
“ Germany..	136	.....	— 136
“ Norway.. . . . .	.....	311	+ 311
“ other foreign..	185	58	— 127
“ Sweden..	248	500	+ 252
Total..	£7,221	£10,762	+ £3,541

Imports of Paper, Gummed, N.E.I.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.	£3,824	£5,886	+ £2,056
“ United States.	192	467	+ 275
“ other foreign.	14	.....	— 14
“ France. . . . .	.....	15	+ 15
Total.	£4,030	£6,362	+ £2,332

Imports of Paper, Advertisements, Showcards, etc., N.E.I.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.	£ 67,618	£ 59,668	— £7,950
“ Canada.	1,280	1,671	+ 391
“ New Zealand.	1,034	382	— 652
“ other British.	198	23	— 175
“ Belgium.	18	.....	— 18
“ France.	562	587	+ 25
“ Germany.	1,825	.....	— 1,825
“ Japan.	315	465	+ 150
“ Netherlands.	495	376	— 119
“ Switzerland.	179	.....	— 179
“ United States.	28,866	37,934	+ 9,068
“ other foreign.	302	234	— 68
“ Italy.	314	103	— 211
“ Sweden. . . . .	.....	121	+ 121
“ China. . . . .	.....	153	+ 153
Total.	£103,006	£101,717	— £1,289

Imports of Paper, Millboard, Greyboard, Leatherboard, etc.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.	£10,413	£ 8,846	— £ 1,567
“ Canada.	441	8,961	+ 8,520
“ Austria-Hungary.	760	219	— 541
“ Belgium.	80	.....	— 80
“ Germany.	3,697	.....	— 3,697
“ Netherlands.	586	146	— 440
“ Norway.	1,934	2,407	+ 473
“ Russia.	258	551	+ 293
“ Sweden.	10,978	17,881	+ 6,903
“ United States.	7,130	19,559	+ 12,429
“ other foreign.	58	166	+ 108
“ other British. . . . .	.....	62	+ 62
Total.	£36,335	£58,798	+ £22,463

Imports of Paperhangings.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.	£35,100	£37,891	+ £2,791
“ Canada.	1,659	1,011	— 648
“ Belgium.	133	.....	— 133
“ Germany.	1,542	.....	— 1,542
“ United States.	2,118	2,711	+ 593
“ other foreign.	108	77	— 31
Total.	£40,660	£41,696	+ £1,036

Imports of Paper, Felt and Carpet Felt Paper.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom. . . . .	.....	£190	+ £190
" United States.. . . .	£47	120	+ 73
Total.. . . .	£47	£310	+ £263

Imports of Paper, Parchment, True Vegetable.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.	£ 2,294	£ 765	— £1,529
" Belgium.. . . .	2,101	563	— 1,538
" Germany.. . . .	1,748	.....	— 1,748
" other foreign.. . . .	178	.....	— 178
" France.. . . .	2,652	211	— 2,441
" Netherlands.. . . .	42	.....	— 42
" Italy.. . . .	1,633	2,778	+ 1,145
" United States.. . . .	7,145	17,910	+ 10,765
" New Zealand.. . . .	.....	48	+ 48
" Japan.. . . .	.....	4	+ 4
" Norway.. . . .	.....	587	+ 587
Total.. . . .	£17,793	£22,866	+ £5,073

Imports of Paper, Printing.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.. . . .	£329,022	£323,642	— £ 5,380
" Canada.. . . .	122,688	267,834	+145,146
" Austria-Hungary.. . . .	2,182	.....	— 2,182
" Belgium.. . . .	1,443	723	— 720
" Germany.. . . .	13,363	509	— 12,854
" Netherlands	5,775	1,950	— 3,825
" Norway.. . . .	92,118	108,607	+ 16,489
" Sweden.. . . .	117,191	111,662	— 5,529
" United States.. . . .	200,446	88,934	—111,512
" other foreign.. . . .	27	19	— 8
" Newfoundland.. . . .	2,233	.....	— 2,233
" other British.. . . .	9	.....	— 9
" Japan.. . . .	.....	490	+ 490
Total.. . . .	£886,497	£904,370	+ £17,873

Imports of Paper, Ruled and Bordered.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.. . . .	£ 70	.....	— £ 70
" other foreign.. . . .	58	.....	— 58
Total.. . . .	£128	.....	— £128

Imports of Paper, Strawboard.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.. . . .	£ 523	£ 381	— £ 142
" Belgium.. . . .	5	106	+ 101
" Germany.. . . .	188	.....	— 188
" Japan.. . . .	2,346	4,507	+ 2,161
" Netherlands.. . . .	12,045	6,823	— 5,222
" Sweden.. . . .	.....	283	+ 283
" other foreign.. . . .	108	94	— 14
Total.. . . .	£15,215	£12,194	— £3,021

Imports of Paper, Wrapping, all Colours, etc., N.E.I.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.. . . .	£ 12,087	£ 11,227	—£ 860
“ Belgium.. . . .	1,179	463	— 716
“ Germany.. . . .	5,156	207	— 4,949
“ Netherlands.. . . .	827	1,128	+ 301
“ Norway.. . . .	44,840	72,873	+ 28,033
“ Russia.. . . .	141	.....	— 141
“ Sweden.. . . .	61,229	104,999	+ 43,770
“ United States.. . . .	2,722	8,022	+ 5,300
“ other foreign.. . . .	201	221	+ 20
“ Canada.. . . .	20,667	17,871	— 2,796
“ New Zealand.. . . .	44	.....	— 44
“ China.. . . .	192	.....	— 192
“ Italy.. . . .	163	698	+ 535
“ other British.. . . .	.....	55	+ 55
“ Denmark.. . . .	.....	211	+ 211
Total.. . . .	£149,448	£217,975	+ £68,527

Imports of Paper, Writing and Type, Plain, Sixteen-inch by Thirteen-inch and over.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.. . . .	£207,579	£282,272	+ £74,697
“ New Zealand.. . . .	.....	32	+ 32
“ Austria-Hungary.. . . .	574	.....	— 574
“ Belgium.. . . .	274	253	— 21
“ Germany.. . . .	1,930	.....	— 1,930
“ Netherlands.. . . .	2,073	3,906	+ 1,833
“ Norway.. . . .	7,436	18,349	+ 10,913
“ Spain.. . . .	322	690	+ 318
“ Sweden.. . . .	7,688	13,103	+ 5,415
“ United States.. . . .	17,522	28,562	+ 11,040
“ other foreign.. . . .	108	128	+ 20
“ Switzerland.. . . .	2,686	.....	— 2,686
“ Italy.. . . .	.....	297	+ 297
Total.. . . .	£248,192	£347,592	+ £99,400

Imports of Paper, Boards, Cover and Pressing Paper, etc., N.E.I.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.. . . .	£27,218	£32,970	+ £5,752
“ Canada.. . . .	.....	388	+ 388
“ Other British.. . . .	16	23	+ 7
“ Austria-Hungary.. . . .	226	.....	— 226
“ Belgium.. . . .	30	.....	— 30
“ France.. . . .	5,094	10,181	+ 5,087
“ Germany.. . . .	1,418	105	— 1,313
“ Netherlands.. . . .	619	342	— 277
“ Norway.. . . .	223	182	— 41
“ Sweden.. . . .	329	982	+ 653
“ United States.. . . .	3,853	7,597	+ 3,744
“ other foreign.. . . .	59	30	— 29
“ Japan.. . . .	2,126	157	— 1,969
“ Italy.. . . .	222	200	— 22
Total.. . . .	£41,433	£53,157	+ £11,724

Imports of Paper, other, Emery Paper, etc.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.	£14,218	£19,769	+ £ 5,551
“ other British.	11	.....	— 11
“ Belgium.	933	1,968	+ 1,035
“ France.	148	544	+ 396
“ Germany.	776	.....	— 776
“ Sweden.	1,665	10,490	+ 8,825
“ United States.	11,365	10,812	— 553
“ other foreign.	149	28	— 121
“ Italy.	145	385	+ 240
“ Japan.	160	482	+ 322
“ Norway.	212	3,761	+ 3,549
“ New Zealand. . . . .	.....	3	+ 3
“ Netherlands. . . . .	.....	155	+ 155
Total.	£29,782	£48,397	+ £18,615

Imports of Paper, other.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.	£40,470	£42,688	+ £2,218
“ Canada.	1,222	44	— 1,178
“ Belgium.	2,322	6,184	+ 3,862
“ France.	410	624	+ 214
“ Germany.	6,399	128	— 6,271
“ Japan.	1,324	445	— 879
“ Netherlands.	747	784	+ 37
“ Norway.	4,052	3,888	— 164
“ Sweden.	8,878	7,919	— 959
“ United States.	20,390	24,835	+ 4,445
“ other foreign.	292	79	— 213
“ New Zealand.	106	.....	— 106
“ other British. . . . .	.....	18	+ 18
“ Denmark. . . . .	.....	407	+ 407
“ Italy. . . . .	.....	743	+ 743
Total.	£86,612	£88,786	+ £2,174

Australian Directories, Guides, etc.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.	£ 572	£ 997	+ £425
“ New Zealand.	1,344	1,594	+ 250
Total.	£1,916	£2,591	+ £675

Imports of Cards, Playing, in Sheet or Cut.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.	£2,479	£1,716	— £ 763
“ other British.	5	.....	— 5
“ Japan.	96	.....	— 96
“ United States.	2,846	2,394	— 452
“ other foreign.	20	114	+ 94
Total.	£5,446	£4,224	+ £1,222

Imports of Books (Printed), Music, etc.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From Australia.. . . .	£ 1,230	£ 1,461	+ £ 231
" United Kingdom.. . . .	531,256	530,002	— 1,254
" Canada.. . . .	300	90	— 210
" India.. . . .	139	64	— 75
" New Zealand.. . . .	2,950	1,759	— 1,191
" other British.. . . .	62	9	— 53
" Belgium.. . . .	60	183	+ 123
" France.. . . .	363	354	— 9
" Germany.. . . .	7,038	1,077	— 5,961
" Italy.. . . .	157	119	— 38
" Japan.. . . .	116	307	+ 191
" United States.. . . .	64,271	60,393	— 3,878
" Netherlands.. . . .	169	928	+ 759
" other foreign.. . . .	103	207	+ 104
" East Indies.. . . .	1	.....	— 1
" Switzerland.. . . .	189	.....	— 189
" Straits Settlements.. . . .	.....	23	+ 23
Total.. . . .	£608,404	£596,976	— £11,428

Imports of Inks, News Printing Inks.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.. . . .	£ 7,052	£ 6,679	— £ 373
" United States.. . . .	8,368	6,661	— 1,707
" other foreign.. . . .	36	.....	— 36
" Canada.. . . .	.....	2	+ 2
Total.. . . .	£15,456	£13,342	— £2,114

Imports of Inks, Printing and Stencilling, N.E.I.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.. . . .	£ 9,307	£11,039	+ £1,732
" Germany.. . . .	263	.....	— 263
" United States.. . . .	2,459	3,210	+ 751
" other foreign.. . . .	3	7	+ 4
" France.. . . .	111	.....	— 111
" other British.. . . .	.....	34	+ 34
Total.. . . .	£12,143	£14,290	+ £2,147

Imports of Writing Inks and Ink Powders.

	Value. 1914-15.	Value. 1915-16.	+ Increase. — Decrease.
From United Kingdom.. . . .	£13,909	£12,932	— £ 977
" other British.. . . .	2	15	+ 13
" France.. . . .	163	102	— 61
" United States.. . . .	667	665	— 2
" other foreign.. . . .	45	36	— 9
Total.. . . .	£14,786	£13,750	— £1,036

Imports of Stationery, Manufactured, Bill Files, etc.

	Value. 1914-15.	Value. 1915-16.	+Increase. —Decrease.
From United Kingdom.	£162,889	£139,467	—£23,422
“ Canada.	100	129	+ 29
“ Hong Kong.	19	18	— 1
“ New Zealand.	431	390	— 41
“ other British.	274	145	— 129
“ Austria-Hungary.	398	.....	— 398
“ Belgium.	296	437	+ 141
“ China.	711	705	— 6
“ France.	13,923	15,025	+ 1,102
“ Germany.	20,156	1,459	— 18,697
“ Japan.	3,751	7,321	+ 3,570
“ Netherlands.	188	482	+ 294
“ Norway.	980	1,895	+ 915
“ Sweden.	1,109	876	— 233
“ United States.	20,523	23,032	+ 2,509
“ other foreign.	693	567	— 126
“ Switzerland.	105	236	+ 131
“ Straits Settlements. . . . .	.....	18	+ 18
“ Italy. . . . .	.....	292	+ 292
Total.	£226,546	£192,494	—£34,052

Imports of Pictures, not being Advertising.

	Value. 1914-15.	Value. 1915-16.	+Increase. —Decrease.
From Australia.	£ 358	£ 856	+£ 498
“ United Kingdom.	25,323	15,755	— 9,568
“ Canada.	1	.....	— 1
“ New Zealand.	523	313	— 210
“ other British.	13	37	+ 24
“ Austria-Hungary.	268	135	— 133
“ France.	368	1,028	+ 660
“ Germany.	2,756	575	— 2,181
“ Italy.	348	400	+ 52
“ Japan.	211	271	+ 60
“ Switzerland.	1,006	1,128	+ 122
“ United States.	4,297	2,703	— 1,594
“ other foreign.	64	94	+ 30
“ Netherlands. . . . .	.....	314	+ 314
Total.	£35,536	£23,609	—£11,927

Imports of Printers' Materials, Matrices, etc.

	Value. 1914-15.	Value. 1915-16.	+Increase. —Decrease.
From United Kingdom.	£331	£259	— £72
“ United States.	73	143	+ 70
Total.	£404	£402	— £ 2

Imports of Stationery, Manufactured, Slate, Drawing Pencils, etc.

	Value. 1914-15.	Value. 1915-16.	+Increase. —Decrease.
From Australia. . . . .	.....	£ 817	+ 817
“ United Kingdom.	£41,453	49,994	+ 8,541
“ Canada.	6	.....	— 6
“ other British.	2	44	+ 42
“ Austria-Hungary.	232	.....	— 232
“ France.	1,083	695	— 388
“ Germany.	1,201	101	— 1,100
“ United States.	12,855	13,254	+ 399
“ other foreign.	145	54	— 91
“ New Zealand.	72	.....	— 72
“ Italy.	132	.....	— 132
“ Sweden.	355	.....	— 355
“ Japan. . . . .	.....	3,751	+ 3,751
“ Norway. . . . .	.....	114	+ 114
Total.	£57,536	£68,824	+£11,288

Imports of Stationery, Manufactured (including Penholders).

	Value. 1914-15.	Value. 1915-16.	+Increase. —Decrease.
From United Kingdom.	£17,473	£18,992	+ £1,519
“ other British.	23	74	+ 51
“ Austria-Hungary	2,810	.....	— 2,810
“ France.	300	740	+ 440
“ Germany.	5,525	155	— 5,370
“ United States	4,870	17,922	+ 13,052
“ other foreign.	137	99	— 38
“ Japan. . . . .	.....	2,471	+ 2,471
Total.	£31,138	£40,453	+ £9,315

Australian Printing Paper Requirements.

The value of printing paper imported into Australia in 1915-16 was £904,370, showing an increase of £17,873. The increase in the value of the imports from Canada was £145,146 and the total of £267,834 compares with £189,791 in 1908, which was the next best year. The imports from the United States were £88,934, showing a marked decline of £111,512 compared with 1914-15. Practically the whole of the printing paper from Canada was newsprint. The imports under this classification are not entirely attributable to newsprint—on reels and flat—as other classes of paper, such as machine-finished lithographic paper, share largely in the values.

The trend of the trade in recent years is disclosed in the comparative statement appended, showing the country of origin and value:—

Imports of printing paper.	1913.	1914-15.	1915-16.
United Kingdom.	£390,865	£329,022	£323,642
Canada.	149,050	122,688	267,834
Austria-Hungary.	8,427	2,182	—
Belgium.	9,001	1,443	723
France.	227	.....	—
Germany.	48,989	13,363	509
Netherlands.	1,810	5,775	1,950
Norway.	102,333	92,118	108,607
Spain.	170	.....	—
Sweden.	112,964	117,191	111,662
United States.	175,762	200,446	88,934
Other foreign.	113	27	19
Japan. . . . .	.....	.....	490
Newfoundland. . . . .	.....	2,233	—
Other British. . . . .	.....	9	—
Total.	£999,711	£886,497	£904,370

The relative importance of each Australian state, as a market for printing paper, is outlined in the following schedule denoting the value imported in 1915-16:—

State.	Value.
New South Wales.	£427,668
Victoria.	295,117
Queensland.	68,280
South Australia.	59,782
Western Australia.	46,122
Tasmania.	7,349
Northern Territory.	52
Total.	£904,370

PARCHMENT WRAPPING PAPER.

True vegetable parchment paper to the value of £22,866 (as compared with £17,793 in the previous year) was imported into Australia in 1915-16. The associated co-operative butter factories in Australia and New Zealand usually combine for the purchase of their requirements from year to year. Recently, some Canadian manufacturers

have taken interest in this line and practical results are hoped for. The principal sizes of the paper used are:—

48-inch x 12-inch—weight 30 to 32 pounds per ream.
30-inch x 20-inch—weight 20 to 22 pounds per ream.

Minimum orders for 50 tons in one shipment are given by the butter factories. The exporting season of 1917-18 commences in August, but purchases of parchment paper are generally made in February and March of each year.

APPLE WRAPPING PAPER.

The size of the thin, tough, white tissue paper imported for wrapping apples is 20 by 30 inches not to exceed $8\frac{1}{2}$ pounds per ream. Bales contain 24 reams of 480 sheets. Hitherto the principal countries from which this paper was imported were Norway and Sweden. Probably 2,500 bales at least are required for a normal season. Should Canadian manufacturers be interested, samples and quotations upon a f.o.b. steamer basis, or preferably c.i.f. (ex ship's slings) at Melbourne and Hobart, sent to this office will be promptly brought under the notice of the principal importers.

MISCELLANEOUS IMPORTS.

Included under the miscellaneous schedule are a number of lines in which values of varying magnitude are credited to Canada as the country of origin. These lines, amongst others of a diversified character, embraced acetone, caustic soda, confectionery, hops, table salt, fibres, buttons and clasps, gloves, horsehair cloth, carpets, aluminium goods, enamelled ware, lithographic stones, mangles, sewing machines, typewriters, fancy goods, medals and medallions, jewellery, spectacle frames, surgical and dental instruments, perfumes, polishes, explosives, blasting powder, gelignite, brushware, packings, etc.

These goods are quoted to illustrate that many lines of Canadian manufacture are being successfully placed on the Australian market.

MANUFACTURERS INTERESTED IN EXPORT TRADE.

During the last six months, especially, a large number of inquiries have been received from Canadian manufacturers who were desirous of obtaining particulars relative to the Australian market conditions for their special products. The information was sought for by both established industries and new industries in view of expansion in trade after the war.

The manufacture of munitions, enlarged domestic trade, and the supplying of military requirements have caused a number of Canadian industries to withdraw quotations from Australia.

As heretofore, special reports as to the trading outlook, domestic or oversea competition, will be gladly furnished to Canadian manufacturers desirous of exploiting the Australian markets.

SOUTH AFRICA.

REPORT OF TRADE COMMISSIONER.

(Mr. W. J. Egan.)

CAPE TOWN, S.A., July 3, 1917.

SOUTH AFRICA'S IMPORTS OF DRY AND FANCY GOODS.

The imports into South Africa of cotton, wool, linen and silk goods in the piece, underwear, hosiery, gloves and readymades, is a very large share of the total imports, and in connection with these imports must be coupled such lines as smallwares and fancy goods.

There are many of the lines manufactured in Canada which can be exported to South Africa. As with most lines, representation is essential. Canadian manufacturers of some of these lines seem to be satisfied with a New York or London representation; this can only bring a limited trade for this market.

It is, of course, true that war conditions have prevented the completion of arrangements under way in 1914 by some Canadian firms, but some consideration should be given to after-the-war trade and those in a position to consider export should at least get under way once more to conclude agency arrangements and secure some share of the trade.

In considering the import figures as shown in the tables throughout the report, one fact must be kept in mind and that is the increase in sight for years to come, owing to the fact that the native population, which is in millions, is acquiring the habit more and more of wearing clothing and using other necessities. As a rule their purchases are in the very cheap goods, but many of them buy a good medium class quality, and once any article has impressed them for its value or some other quality or peculiarity, they will continue to purchase that line for generations.

Canadian exports in some lines have increased and on those introduced during the past eighteen months a future trade is assured as the imports have given satisfaction.

Duck—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Japan.	India.
1913.. . . .	\$250,000	\$ 1,500	\$22,500	\$215,000	\$5,400	.....	—
1915.. . . .	394,000	2,300	55,800	331,000	400	.....	—
1916.. . . .	482,000	11,800	87,600	372,000	.....	\$3,650	\$6,050

The Canadian imports under this heading are larger owing to supply for military purposes. Many jobbers and manufacturers are always asking why Canadian manufacturers of duck do not submit samples through a local representative. They state, "We like the Canadian duck and sometimes are compelled to indent for it, but we cannot go past the manufacturers of other countries whose representatives are calling on us."

The total figures of this trade include canvas or linen duck and the bigger share of this is from the United Kingdom manufacturers.

As shown in the above table, Japan has made some progress and once established with reliable shippers, the trade usually grows. India also shipped in 1916 for the first time.

In addition to the above table of imports, the South African Government Stores' imports averaged an annual value of \$180,000. For 1916 the South African Government Stores' imports were to a value of \$325,800. As with the general imports, this includes linen ducks and canvas.

Cotton Blankets and Rugs—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Holland.	France.	Japan.
1913..	\$1,620,000	.....	\$ 490	\$1,025,000	\$ 325	\$17,500	\$ 360
1915..	985,000	.....	11,000	642,500	239,000	8,500	4,100
1916..	2,352,500	.....	39,750	1,118,800	779,800	156,400	137,700

Samples of striped and plain cotton blankets required in South Africa have been submitted to Canadian manufacturers. Before the war the average annual shipments were from Belgium \$400,000, Germany \$210,000. Italy shipped pre-war an annual average of \$30,000. In 1914 her exports increased to \$59,000, in 1915 to \$66,000, and for 1916 a drop to \$28,800. India has also profited by the change in source of supply, shipping in 1916 to a value of \$74,200. The remarkable increase is that of Holland from \$325 in 1913 to \$779,800 last year.

Cotton Hosiery (Underclothing)—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Japan.	Switzer- land.	India.
1913..	\$3,400,000	\$ 30	\$ 80,000	\$2,800,000	\$ 95,000	\$19,000	—
1915..	3,640,000	350	219,000	2,895,000	388,000	45,000	\$ 9,200
1916..	6,015,000	1,025	761,000	4,270,000	820,000	68,000	29,000

Before the war Germany's exports to South Africa in this range were to an average annual value of about \$275,000.

Italy's shipments were an annual average value of \$27,000. There is a promise of repeat trade in some of the Canadian lines. Many of the American lines it is claimed were not shipped up to the quality of sample and other ranges have established a permanent trade.

Japan's greatest strength in this entry is on balbrigan finished underwear and cheap ribbed men's and women's vests. They have also exported very largely in women's cotton hose.

Cotton Piece-goods—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Italy.	Switzer- land.	Japan.
1913 ..	\$ 8,750,000	—	\$ 29,000	\$ 7,150,000	\$385,000	\$ 69,000	\$14,000
1915 ..	8,600,000	\$ 15	60,500	7,735,000	420,000	119,000	18,300
1916 ..	14,027,000	8,200	234,600	10,985,000	344,500	141,000	70,100

The United States' shipments have increased in almost every kind of piece-goods. Before the war Germany shipped an annual average value of over \$800,000. Their special line was a heavy print very similar to a special Canadian make. In 1913 the British makers had introduced a line to compete with this and it had made a big difference in Germany's figures, which dropped from \$910,000 in 1912 to \$650,000 in 1913. France has always had a good trade in the finer goods. Holland's trade increased from \$49,000 in 1913 to \$75,000 in 1916 and India's from \$14,000 to \$70,100 for the same years.

In some of the Canadian lines, such as prints, shirtings, white goods, grey cotton, and flannelettes, there are several makes which could be placed in good quantity on this market.

Cotton, Other Manufactures—Imports (not Shawls, Waste or Wick).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Japan.	Switzer- land.	India.
1913..	\$1,500,000	\$ 5	\$ 9,000	\$1,340,000	\$10,000	\$11,000	\$12,000
1915..	1,660,000	5	8,500	1,530,000	44,500	18,500	19,600
1916..	2,416,500	2,700	47,300	2,189,000	96,600	22,500	28,000

Linen Hosiery (Underclothing)—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.
1913..	\$ 55,700	.....	\$ 425	\$53,000	\$900
1915..	34,000	.....	3,000	31,000	5
1916..	57,000	\$75	90	56,800	—

Linen Piece-goods—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.	Belgium.
1913..	\$25,500	.....	\$40	\$22,800	\$450	\$1,000	\$600
1915..	15,300	.....	.....	14,600	60	45	—
1916..	21,800	.....	10	21,450	.....	160	—

Linen, all Other, N.O.D.—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Japan.	Italy.
1913..	\$206,000	.....	\$1,500	\$183,000	\$2,100	\$ 1,800	—
1915..	126,600	\$15	500	120,000	1,400	1,600	—
1916..	133,000	.....	600	116,800	1,100	10,000	\$1,300

As shown in last table, Japan has made good headway. Her figures of trade for 1916 are about equal to Germany's pre-war trade under this heading.

Silk Hosiery (Underclothing)—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Japan.	Switzer- land.	Germany.
1913..	\$21,300	.....	\$ 2,000	\$ 9,500	\$4,400	\$ 700	\$3,700
1915..	23,300	.....	3,500	12,200	3,300	1,800	210
1916..	24,100	.....	10,500	4,750	6,600	225	15

Silk Piece-goods—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Japan.	France.	Switzer- land.
1913..	\$281,000	.....	\$ 900	\$24,200	\$ 80,300	\$67,000	\$32,700
1915..	443,000	.....	850	47,800	155,000	52,500	46,000
1916..	669,300	.....	1,250	74,300	184,500	88,000	66,300

Silk, all Other—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Japan.	India.	Switzer- land.
1913..	\$200,000	.....	\$2,000	\$ 75,000	\$78,000	\$14,300	\$7,000
1915..	227,000	\$75	1,450	92,300	99,100	10,500	8,600
1916..	293,000	5	220	172,300	83,800	13,100	8,900

One Canadian manufacturer is now represented and some nice business has been placed. Other countries exporting last year were France, Italy, Hong Kong, India and China.

Wool Blankets and Rugs—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Holland.	Japan.
1913..	\$1,865,000	\$10	\$ 350	\$1,208,000	\$14,200	\$ 2,000	\$ 150
1915..	936,000	10	725	910,000	5,400	11,100	—
1916..	1,450,000	.....	1,800	1,337,500	57,000	20,000	4,775

Wool Underclothing and Hosiery—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Switzer- land.	Japan.	Germany.
1913..	\$442,000	.....	\$11,000	\$384,000	\$4,100	.....	\$35,400
1915..	422,000	\$90	6,300	401,000	4,300	\$6,500	1,700
1916..	492,700	80	18,000	458,300	7,250	4,600	30

Wool Pieces and Cloth—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Germany.	Holland
1913.. .. .	\$1,629,000	.....	\$ 950	\$1,436,000	\$96,000	\$72,200	\$6,100
1915.. .. .	1,795,000	.....	1,975	1,625,000	49,800	2,500	1,500
1916.. .. .	2,222,000	.....	2,100	2,185,000	13,000	340	2,050

Woollen Manufactures, all other—Imports (not Shawls, Piece-goods, Hosiery, Underclothing).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	France.	Italy.
1913.. .. .	\$111,000	.....	\$ 1,900	\$ 58,400	\$45,700	\$500	\$3,200
1915.. .. .	115,000	\$ 360	1,300	110,000	1,300	185	1,500
1915.. .. .	235,500	2,150	11,200	213,000	220	60	1,700

Many of the lines in woollen underwear manufactured in Canada would easily find a market in South Africa in all grades of quality. For the native trade in men's wear in the cheap makes, the fleece-lined is also a big seller; it is sold as wool. Most of the fleece-lined sold here comes from the British jobber, who purchases in the United States. In the finer goods both in men's and women's, this is a big import. It requires an effort and some expense to introduce these goods. Standard British brands are constantly advertised by the manufacturer whose agents are always in touch with the trade. There is very little ladies' wool hose sold in South Africa. This trade is nearly all in cotton lisle or silk. There is a good trade in wool socks, black, self-colour and heathers.

The blanket industry in South Africa is making good headway in the coarser grades. There is a big import in wool blankets and rugs.

Wool shawls is another entry under this heading averaging in imports annually about \$257,000.

Bags, Cotton and Linen—Imports (Flour and Other).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	India.
1914.. .. .	\$273,000	.....	\$2,700	\$177,000	\$92,700
1915.. .. .	201,500	.....	1,600	166,900	33,000
1916.. .. .	257,300	\$525	8,000	236,500	12,900

Bags, Coal, Sugar and Grain—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	India.	China.
1913	\$1,733,000	\$30	\$ 190	\$232,000	\$1,497,000	—
1915	2,475,000	.....	1,750	162,000	2,300,000	\$1,200
1916	2,783,000	.....	525	277,500	2,548,000	—

Bags for Wool Pack—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	India.	Ceylon.
1914	\$310,000	.....	.....	\$1,700	\$306,300	\$1,600
1915	386,000	.....	.....	1,275	384,725	—
1916	319,000	.....	\$25	.....	318,975	—

The bulk of jute bags are from India and for the coal, grain and sugar trade, they are sold in two weights, 2½ and 2½ pounds.

The bag for the wool pack is a much larger bag and the weight according to quality varies from 8 to 10 pounds each. Most of the cotton bags used are second-hand.

Felt—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Germany.	Holland.
1913.. . . .	\$102,000	.....	\$54,000	\$42,400	\$2,800	—
1915.. . . .	53,000	\$600	21,500	30,800	35	—
1916.. . . .	88,200	875	36,850	48,650	.....	\$1,850

Clothing—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Switzer- land.	Japan.
1913.. . . .	\$13,300,000	\$ 120	\$164,000	\$12,390,000	\$90,100	.....	\$32,200
1915.. . . .	8,915,000	800	150,000	8,565,000	38,400	\$ 8,700	27,500
1916.. . . .	13,546,000	1,750	257,300	12,916,000	35,900	46,350	77,900

Before the war, Germany's exports in this range amounted to an annual average of \$350,000. This entry includes shirts, overalls, ready-to-wears and any made-up garment. Under normal conditions of production there are many Canadian lines of blouses, dresses, coats, shirts, overalls and medium-priced ready-made clothing which would find a good market. A trade of this kind can only be secured with an effort and a close study of the market for at least one or two trips by some Canadian representative who would represent a group of manufacturers. In addition to the above imports the South African Government Stores' purchases for uniforms are about \$120,000 each year.

Clothing, India-rubber, Mackintosh and Oil Skins—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Sweden.	Norway.	India.
1915.. . . .	\$102,300	.....	\$27,300	\$74,700	\$165	\$ 100	\$70
1916.. . . .	106,500	.....	33,900	68,750	590	1,550	—

These lines are shown as a separate entry for the first time in 1915.

Hats and Caps—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Italy.	India.	Japan.
1913.. . . .	\$ 923,000	.....	\$10,700	\$ 818,000	\$29,000	\$21,900	—
1915.. . . .	794,000	\$10	6,600	747,000	22,500	23,100	—
1916.. . . .	1,406,000	30	10,300	1,326,000	45,000	20,300	\$1,000

Hats, Straw—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Italy.	Japan.	Panama.
1913.. . . .	\$280,000	.....	\$1,900	\$248,000	\$6,600	\$ 1,400	\$3,200
1915.. . . .	205,000	.....	1,250	190,000	2,100	2,300	1,350
1916.. . . .	262,400	.....	2,000	232,000	4,450	14,200	3,300

Gloves and Mittens—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	France.	Italy.	Germany.
1913.. . . .	\$250,000	\$ 5	\$ 850	\$ 56,500	\$39,000	\$26,000	\$85,000
1915.. . . .	156,000	.....	1,400	53,000	55,500	23,800	9,400
1916.. . . .	250,800	850	8,450	108,000	74,000	38,000	2,400

Umbrellas and Sunshades—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Japan.	India.	Germany.
1913.. . . .	\$100,000	.....	\$ 80	\$ 95,000	\$ 425	\$2,750	\$1,000
1915.. . . .	80,000	\$420	5	74,000	2,500	2,600	—
1916.. . . .	120,000	340	165	105,450	5,850	7,200	—

Haberdashery and Millinery—Imports (excepting Gloves, Mittens, Umbrellas, Sunshades, etc.).

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Switzerland.	Japan.	Italy.
1913.. . . .	\$6,230,000	\$ 140	\$ 83,000	\$3,965,000	\$390,000	\$ 38,000	\$ 37,000
1915.. . . .	4,196,000	1,500	126,500	2,810,000	650,000	47,500	59,000
1916.. . . .	5,613,000	2,025	219,650	3,721,000	5,600	113,000	103,000

Fancy Goods—Imports.

Year.	Total for the Union.	Canada.	United States.	United Kingdom.	Japan.	France.	India.
1913.. . . .	\$264,000	.....	\$ 2,600	\$128,000	\$24,600	\$ 9,000	—
1915.. . . .	221,000	\$210	7,500	162,000	22,200	13,600	\$2,700
1916.. . . .	420,000	265	30,300	296,500	52,100	20,200	9,000

Several Canadian lines in the above range are now represented in South Africa, such as gloves, umbrellas, parasols, small wares, silk thread, corsets, braces, leather bags and gloves.

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. Harrison Watson.*)

LONDON, ENGLAND, August 29, 1917.

OFFICIAL PRELIMINARY STATEMENT OF CROP AND LIVE STOCK RETURNS FOR ENGLAND AND WALES FOR 1917.

From the Memorandum of Agricultural Returns for England and Wales, collected in June and now published by the Board of Agriculture and Fisheries, it is learned that about 190,000 acres of permanent grass have been brought under the plough since June, 1916, the arable area being 195,000 acres more than a year ago.

In reproducing the principal features of the table of crop acreage and live stock returns which accompanies the report, attention may be called to the rather unexpected fact that there was a small increase in the acreage of wheat. There was also a considerable increase in the growth of both barley and oats, the area of the latter being the largest recorded since 1904. The acreage under potatoes was augmented by nearly one-fifth of last year, and is 10 per cent greater than the highest previously recorded. The planting of roots has also been extended, but mustard shows a decrease of nearly 41,000 acres. The area of clover and rotation grasses declined substantially, and hay is down by over 100,000 acres.

Turning to animals, horses mark a small increase, and the cattle total is the largest ever recorded. Sheep and pigs, however, declined considerably.

PRELIMINARY STATEMENT of Agricultural Returns of England and Wales for 1917, compiled from returns collected on the 4th June, and compared with 1916.

Crops.

Distribution—	1917. Acres.	1916. Acres.
Total area (excluding water)	37,137,600	37,137,600
“ acreage under all crops and grass.* . . .	27,081,600	27,074,080
Arable land	11,246,040	11,051,100
Permanent grass—		
For hay	4,798,960	4,825,990
Not for hay †	11,036,600	11,196,990
Total	15,835,560	16,022,980
Wheat—		
Autumn sown	1,724,600	1,787,320
Spring sown	193,950	124,890
Total	1,918,550	1,912,210
Barley	1,460,600	1,332,080
Oats	2,257,480	2,084,670
Rye	56,020	53,480
Beans	210,860	236,260
Peas	131,000	112,680
Buckwheat	4,700	3,300
Potatoes	508,190	427,950
Turnips and swedes	972,370	938,160
Mangolds	388,740	378,140
Hops	16,950	31,350
Small fruit	71,940	73,230
Clover and Rotation Grasses—		
For hay	1,682,100	1,762,700
Not for hay	817,560	827,610
Total	2,499,660	2,590,310
Bare fallow	355,300	431,890
Orchards †	259,450	251,300

* Excluding mountain and heath land used for grazing.

† Any crop or grass grown is also returned under its proper heading.

Live Stock.

	1917. No.	1916. No.
Horses used for agricultural purposes (including mares for breeding)	796,040	772,770
Unbroken horses (including stallions)—		
One year and above	237,400	227,170
Under one year	104,360	109,810
Other horses	235,020	249,820
Total of horses	1,372,820	1,389,570
Cows and heifers in milk	1,831,440	1,855,450
Cows in calf, but not in milk	271,540	252,050
Heifers in calf	361,820	322,180
Other cattle—		
Two years and above	1,093,770	1,067,770
One year and under two	1,353,320	1,374,090
Under one year	1,315,260	1,344,240
Total of cattle	6,227,150	6,215,780
Ewes for breeding	6,872,030	7,047,110
Other sheep—		
One year and above	3,563,520	3,596,960
Under one year	6,734,310	7,367,050
Total of sheep	17,169,860	17,951,120
Sows kept for breeding	254,290	283,000
Other pigs	1,664,250	1,884,940
Total of pigs	1,918,540	2,167,940

CUBA.

REPORT OF ACTING TRADE COMMISSIONER

(Mr. J. C. Manzer.)

HAVANA, September 11, 1917.

CONDITION OF CUBAN CROPS.

Sugar.—Weather conditions have been generally favourable for the growing cane all over the island and the crop for the season of 1917 and 1918 promises to be large. There has been a great deal of new ground planted with cane the present year. The heavy rains in some localities have curtailed the planting somewhat and also retarded the work of cleaning the cane. Grinding will commence on the new crop about December 1.

Tobacco.—The gathering of the tobacco leaves is progressing favourably except in some few places where the heavy rains have delayed the work. Much new ground is being planted with tobacco. Sales of Pinar del Rio tobacco have been made at unusually good prices within the past few weeks.

Fruits.—The frequent showers have been beneficial for the fruit crop and bananas, oranges, grapefruit, pineapples, alligator pears, mangos and sweet potatoes are abundant.

Live-stock.—Because of the frequent heavy showers the pastures are good all over the island and cattle are in fine condition.

CUBAN NEWS OF GENERAL INTEREST.

The English steamer *Director* arrived in Havana this week from Calcutta with 6,011 sacks of rice and 1,016,800 empty sacks for sugar.

With eight mills still in operation, the total output of sugar for the season of 1916 and 1917 up to September 8, was 2,952,652 tons.

The President has issued a decree permitting the free exportation of copper and iron, as these minerals are needed by the Allies.

The Department of Agriculture have issued the following statement showing the amount of fish consumed in the city of Havana for the first seven days of September with the value of same.

September 1..	33,468	pounds	valued at	\$4,979 85
“ 2..	19,309	“	“	2,854 90
“ 3..	34,591	“	“	5,232 58
“ 4..	39,305	“	“	5,936 62
“ 5..	41,784	“	“	6,346 15
“ 6..	37,110	“	“	5,665 00
“ 7..	29,522	“	“	4,445 28
	235,089	“	“	\$35,460 38

PRELIMINARY STATEMENT OF THE TRADE OF CANADA FOR AUGUST.
Prepared by Trade Statistics Branch, Department of Trade and Commerce, Ottawa.
Month, Five Months and Twelve Months ending August, 1915, 1916, and 1917.

	Month of August.			Five Months ending August.			Twelve Months ending August.		
	1915.	1916.	1917.	1915.	1916.	1917.	1915.	1916.	1917.
	\$	\$	\$	\$	\$	\$	\$	\$	\$
IMPORTS FOR CONSUMPTION.									
Dutiable goods.....	24,205,170	38,398,679	52,986,903	102,075,678	178,632,067	255,437,248	245,784,547	365,979,374	538,513,387
Free goods.....	16,627,652	33,932,435	38,964,106	73,486,321	143,566,914	218,594,611	170,028,508	288,531,025	438,660,354
Total imports (mdse.).....	40,832,822	72,331,114	91,951,009	175,562,199	322,198,981	474,031,859	415,813,055	654,510,399	977,103,781
*Coin and bullion.....	212,891	17,721,634	1,430,254	3,244,799	19,611,632	5,976,385	122,473,271	50,627,035	14,445,873
Total imports.....	41,645,713	90,052,748	93,420,263	178,806,998	341,810,613	480,008,244	538,286,326	705,137,634	1,011,609,654
Duty collected.....	8,430,505	12,096,555	15,171,161	36,514,035	58,160,060	75,699,897	78,859,044	125,572,778	165,163,067
EXPORTS.									
Canadian Produce—									
The mine.....	6,090,279	7,636,581	7,421,875	24,496,114	33,931,496	28,961,238	54,947,979	76,055,243	80,616,649
The fisheries.....	1,810,572	1,816,651	2,048,215	6,682,760	7,963,141	7,277,760	20,599,754	23,658,358	24,203,872
The forest.....	5,846,897	6,209,357	4,700,686	22,044,376	25,777,811	23,112,317	45,639,716	55,004,835	53,241,745
Animal produce.....	9,193,103	11,779,483	19,463,416	34,745,406	41,199,174	62,900,080	83,072,265	109,336,644	149,496,374
Agricultural products.....	6,895,726	35,207,729	60,146,810	48,207,438	180,977,292	239,997,023	132,912,629	382,431,438	432,433,432
Manufactures.....	10,690,464	33,197,925	52,236,233	62,231,845	153,022,063	286,716,536	121,042,381	332,825,216	614,094,149
Miscellaneous.....	567,013	243,302	370,351	1,854,864	3,535,356	2,277,276	2,370,030	8,473,424	7,095,474
Total Canadian produce.....	41,094,154	96,091,028	146,387,586	200,262,413	445,436,333	654,242,260	460,603,963	987,784,558	1,359,181,695
Foreign produce.....	7,904,330	2,230,133	6,175,759	19,398,787	8,294,331	17,780,379	44,206,489	26,583,577	37,320,780
Total exports (mdse.).....	48,998,484	98,321,161	152,563,345	219,661,200	454,731,264	672,022,639	504,810,452	1,014,370,134	1,396,502,475
*Coin and bullion.....	4,754,398	32,344,620	973,803	68,577,303	190,549,584	1,947,536	94,838,702	225,544,713	7,945,006
Total exports.....	53,752,882	130,665,781	153,537,145	288,238,503	645,280,848	673,970,175	599,649,154	1,239,914,847	1,404,447,475
AGGREGATE TRADE.									
Merchandise.....	89,831,306	170,652,175	244,494,354	395,223,399	776,930,245	1,146,054,498	920,623,507	1,668,880,733	2,393,666,256
Coin and bullion.....	5,567,289	50,063,254	2,463,054	71,822,102	210,161,216	7,923,921	217,311,973	276,171,748	22,390,873
Total trade.....	95,398,595	220,715,429	246,957,408	467,045,501	987,091,461	1,153,978,419	1,137,935,480	1,945,052,481	2,416,057,129

* NOTE.—It will be noted that the figures relating to the imports and exports of coin and bullion for the twelve months ending August, were: imports, 1915, \$122,473,271; 1916, \$30,627,035; 1917, \$14,445,873; and exports, 1915, \$94,838,702; 1916, \$225,544,713; 1917, \$7,945,006. Although it has been customary to include these figures in trade returns, the total trade figures are seriously disturbed by them in this instance and they should not be taken as an indication of the trade of Canada.

AUSTRALIAN EMBARGO ON APPLES LIFTED.

Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, has cabled the Department of Trade and Commerce that the Australian Government has lifted the embargo on apples and permission has been granted for the importation from Canada of 4,000 boxes on the *Niagara* early in October, and 6,000 boxes on the *Niagara* for the late November sailing.

ANALYSIS OF SOYA BEANS FROM MANCHURIA.

The Department of Trade and Commerce arranged for the importation of a sample of soya bean cake from Manchuria which has been analyzed by Dr. Frank T. Shutt, Dominion chemist, with the following result:—

Analysis of Soya Bean Cake.

Moisture.	14.48
Protein.	38.65
Fat or oil.	8.07
Carbohydrates.	26.75
Fibre.	5.43
Ash.	6.62
	100.00

Dr. Shutt says in reference to this analysis:—

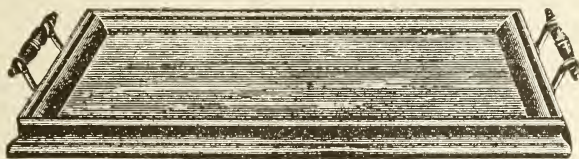
“These results are in close accord with those obtained two years ago in these laboratories on a sample of soya bean cake forwarded from New Westminster, B.C., similarly imported from Japan. This sample was reported on, with a general account of the nutritive value of this feeding stuff, in the annual report of this division for 1915 (page 135), a copy of which is sent you herewith.

“After sampling the cake for analysis the remainder was divided between the Animal Husbandry Division and the Poultry Division, for actual trial with stock, for palatability, wholesomeness, etc.

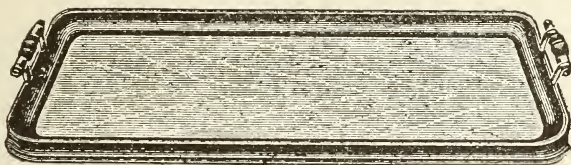
“Though but little known in Canada, this feeding product enjoys a most favourable reputation in England and on the European continent as a valuable feeding stuff, especially useful in the feeding of dairy cattle. It has been shown to be essentially equal to linseed oil cake and cottonseed cake meal, both high protein concentrates. It is reported as wholesome, palatable and highly nutritious. It is very rich in protein and contains a notable percentage of oil or fat. These features, with its low fibre content, combine to place soya bean cake among the best and most valuable of the concentrates used in stock feeding.”

WOODEN TEA TRAYS FORMERLY SUPPLIED TO BRITISH MERCHANTS BY GERMAN AND AUSTRIAN MANUFACTURERS.

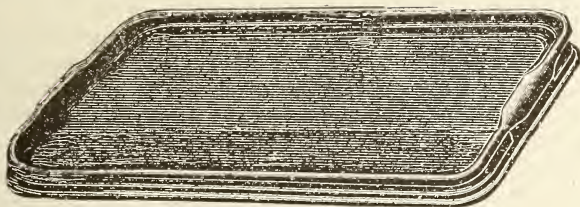
Following are illustrations of wooden tea trays which were formerly imported into England in large quantities from Germany and Austria. Full particulars regarding prices, etc., may be obtained from the Commercial Intelligence Branch of the Department of Trade and Commerce. (Refer file No. 18125.)



Oak.



Oak.



Oak.

SCARCITY OF SHREDDED WHEAT IN GREAT BRITAIN.

In his report of August 31, Mr. J. E. Ray, Canadian Trade Commissioner, Birmingham, writes as follows: "Wholesalers and retailers in Birmingham state that their stocks of shredded wheat are exhausted, and fresh supplies are unobtainable. The demand in the United Kingdom advances year by year, and there is evidence that this commodity is becoming more popular as an article of food. The imports have risen from 15,000 cwts. in 1911 to 20,000 cwts. in 1915, the latest figures obtainable. Prices appear to have fallen during this period.

"The United States and Canada are the only sources of supply. Imports from the former country rose from 10,816 cwts. in 1917 to 17,817 cwts. in 1915, while those from Canada fell from 4,255 cwts. to 2,564 cwts."

CHEMICAL MARKETS IN EUROPEAN COUNTRIES.

(Consul F. T. F. Dumont, Florence, Italy, United States Commerce Reports.)

Until Italy's entrance into the war, the trade in acids, sulphates, oxides, carbonates, nitrates, etc., was with Germany. The war forced Italy to manufacture many articles, but a large market will be open at the close of hostilities, and American manufacturers will have an excellent opportunity.

Imports of oleic acid before the war averaged 6,300 short tons, of which the United States furnished about 330 tons. Imports in 1916 were 6,000 tons, of which the United States supplied 2,750. American houses have captured the trade formerly done with Belgium, Holland, and Germany, as well as half of that formerly done with France.

Opportunities to Extend American Sales.

The United States has furnished practically none of the oxalic, salicylic, and sulphuric acids demanded by this market, and an opening should exist in these. It has gained control of the market for caustic soda, supplying two-thirds of all imports. Italy has zinc mines and should be able to furnish its own oxide of zinc. This it is doing to a certain extent and imports of this article have fallen to one-half of pre-war amounts. The actual quantity shipped from the United States in 1916 was practically the same as in former years, but it now represents 50 per cent of all imports. There is an important market in crude carbonate of soda, pre-war imports having averaged 52,000 tons per year, of which the United States supplied practically none, while Great Britain and France furnished between them 45,000 tons. Out of 50,000 tons imported in 1916, more than 7,000 tons came from the United States. Pre-war imports of the silicates of potassium and sodium averaged 5,000 tons, none from the United States. In 1916, out of 4,200 tons imported, Great Britain supplied 2,000 tons, and the United States 1,200 tons, the former imports from Germany and Belgium having been split between them. The United States also furnished more than 4,000 tons of salts of ammonia, which is 50 per cent of all imports.

Some efforts should be made by American manufacturers to capture a share of the trade in imports of sulphate of copper. The demand is always heavy, and averages about 33,000 tons per year, practically all of which has come from Great Britain. Imports have been light during the war, and there will be extraordinary demands from Italy after the war. An entering wedge has been driven, as 1,600 tons out of the 7,000 imported in 1916 came from the United States.

Swansea's Foreign Trade in Chemicals.

(Consul M. K. Moorhead, Swansea, Wales.)

The chemicals manufactured in the Swansea district are sulphuric acid, oxalic acid, nickel sulphate, nickel ammonia sulphate, and fertilizers. Practically the whole supply of sulphuric acid is consumed locally by the tin-plate factories. Some of the chemicals are manufactured as by-products or in connection with the smelting of tin, copper, and zinc ores. The principal chemicals imported, mostly raw products, are sulphur ore, pyrites, coprolites, mineral phosphates, brimstone, salt, and nitrates, while exports consist principally of superphosphates and other fertilizers, alkali, arsenic and copperas.

The imports and exports of chemicals through the port of Swansea, by countries, in tons of 2,240 pounds, during the calendar years 1913, 1914, and 1915, were:—

Imports.

Countries.	1913. Tons.	1914. Tons.	1915. Tons.
Africa—			
Tunis.....	.....	3,150	—
Madagascar.....	.....	.....	4
America, North—			
Newfoundland.....	9,536	8,245	—
United States.....	1,800	11	7,630
America, South—			
Argentina.....	.....	.....	201
Brazil.....	.....	8,300	—
Chile.....	.....	.....	17,632
Peru.....	240	.....	—
Europe—			
Belgium.....	1,378	1,130	—
Channel Islands.....	.....	.....	278
Denmark.....	.....	.....	50
France.....	1,459	1,296	31
Germany.....	1,358	1,066	—
Greece.....	.....	.....	4,350
Italy.....	340	1,730	5,531
Netherlands.....	1,091	164	185
Norway and Sweden.....	19,944	11,098	2,252
Portugal.....	9,396	9,061	6,997
Spain.....	17,733	15,987	31,029
Total foreign imports.....	64,275	61,238	76,170
Total coasting imports.....	6,603	8,337	5,332
Grand total.....	70,878	69,575	81,502

Exports.

Countries.	1913. Tons.	1914. Tons.	1915. Tons.
Africa—			
Algeria.....	.....	.....	309
Egypt.....	214	162	380
South Africa and Madagascar.....	40	103	9
America, North—			
Canada.....	1	.....	—
United States.....	340	745	266
America, South—			
Argentina.....	3	.....	1
Brazil.....	40	185	—
Chile.....	83	67	91
Uruguay.....	.....	.....	1
Asia—			
China and Japan.....	309	197	134
Netherlands East Indies.....	24	117	167
Straits Settlements.....	.....	.....	3
Turkey.....	4	5	—
Europe—			
Austria and Germany.....	801	397	—
Belgium.....	2,886	326	—
Bulgaria and Roumania.....	124	481	—
Channel Islands.....	5	.....	—
France.....	11,957	11,881	21,410
Greece.....	4	4	2,502
Italy.....	12,621	10,048	6,611
Netherlands.....	1,371	649	670
Norway, Sweden, and Denmark.....	2,215	1,466	5,669
Portugal.....	943	759	1,187
Russia.....	697	1,529	11
Spain, Gibraltar, Malta, and Canary Islands.....	286	632	—
Turkey.....	13	16	—
Total foreign exports.....	34,981	29,769	39,421
Total coasting exports.....	18,642	15,909	20,171
Grand total.....	53,623	45,678	59,592

According to the preliminary statement of the Swansea Harbour Trust, 116,695 tons of sulphur ores, pyrites, salt, and chemicals were imported into Swansea during the year ended December 31, 1916, while the exports of alkali, superphosphates, arsenic, and other chemicals from Swansea during 1916 amounted to 13,110 tons.

REVIEW OF THE IMPORTED DAIRY PRODUCE TRADE OF GREAT BRITAIN.

Mr. Harrison Watson, Canadian Trade Commissioner, London, England, has sent the following general retrospect of the imported dairy produce trade of Great Britain for the year ended June 30, 1917, issued by Messrs. W. Weddel & Co., Limited, a large British firm of dairy produce importers:—

Twenty-third Annual Review of the Imported Dairy Produce Trade, for the Year ended June 30, 1917.

GENERAL RETROSPECT.

The dairy produce trade in the year just ended* has suffered more disappointments in the obtaining of supplies and in the arranging of deliveries to customers than ever before. There has been difficulty in forecasting market movements, and a general artificiality in all the conditions of trading, such as no living man can remember.

In November, 1916, after a considerable proportion of the season's output had been sold by the factories to British traders, the Imperial Government arranged with the Government of New Zealand, practically on a commandeering basis, to purchase at 9½d. per pound f.o.b. all cheese made in New Zealand for export in 1916-17; and, in December, the British Government took over all cheese arriving from New Zealand and Australia, on the assumption that the arrangements made in these countries covered shipments afloat as well as unshipped outputs.

On April 17, 1917, the British Government took possession on arrival of over 180,000 boxes of Australian butter and 6,800 boxes from South Africa.

The appointment on December 26, 1916, of a food controller with power to fix maximum prices of various kinds of food, such as bacon, butter, cheese, etc., marked another stage in the disorganization of the trade. The scheme of maximum prices fixed for New Zealand and Australian cheese did not work out satisfactorily, owing to Canadian and American varieties being uncontrolled, although they formed about 70 per cent of the total supply. An order was therefore issued commandeering all Canadian and United States cheese arriving in the United Kingdom after May 29, 1917. The Government, not wishing to disturb unduly the existing methods of distribution, appointed the importers to act as their agents, allowing them a commission of 2½ per cent. Wholesalers were allowed to take a profit of 5 per cent and retailers 2d. per pound.

The Board of Trade ceased publishing import figures after March 31, and the more recent statistics of the trade are therefore incomplete, being restricted in most cases to a comparison between the nine months of July, 1916, to March, 1917, inclusive, with the nine months July, 1915, to March, 1916, inclusive.

On that basis, the imports of butter during the past season, as compared with those of the previous season, show a deficiency of 37,079 tons, equal to 29.9 per cent, and there is every reason to believe that if the figures were available for the complete year the deficiency would be found to be 50,000 tons, or 40 per cent. Since 1914 the total annual imports from all sources have fallen from 200,000 tons to their present total of about 100,000 tons.

* All years referred to in this review, unless otherwise mentioned, end on June 30.

The imports of cheese on the other hand show an increase of 11,665 tons or 11.7 per cent for the nine months, and if the figures for the complete year were available it is probable that that rate of increase would be found to have been maintained. As compared with pre-war imports those for the past twelve months show practically no change, being about 120,000 tons. The marked contrast thus revealed between the import statistics of butter and those of cheese since the outbreak of war, is accounted for by the fact that so much butter is normally received from foreign sources, which have proved moreover less unreliable, while the great bulk of the cheese imported comes from the more dependable British dominions, as can readily be seen on reference to the details set forth in tables I and III herewith.

How best to secure an increase in the production of butter and cheese within the United Kingdom such as would make us independent of foreign supplies, especially in the case of butter, calls for the immediate attention of Parliament, as even with the greatest encouragement it will require some years to attain this object. The urgency of the position is revealed by the fact that our population during the twenty years—1891-1911—increased by 19 per cent, while in the same interval our milking herds have increased by only 7 per cent. The encouragement now offered to farmers to increase their grain production will naturally tend to accentuate the shortage of milk, butter and cheese; the guaranteeing of full prices for grain must almost inevitably tend to raise the values of feeding crops and pasturage, and is likely to lead farmers to devote less rather than more attention to live stock. Unless, therefore, methods can be devised to counteract this tendency, the position is likely to become worse instead of better in the near future, so far as the home supply of all kinds of dairy produce is concerned.

BUTTER.

Imports.—Although there was again a falling-off in imports from all sources amounting to 37,079 tons in nine months, there was actually an increase of 14,644 tons from British sources. The reduction of 51,723 tons in foreign imports is represented by 41,639 tons from Russia, 5,893 tons from Denmark, 2,824 tons from Sweden, 909 tons from Norway, 6,556 tons from France, and 1,286 tons from Argentina, set off to some extent by increases of 1,798 tons from Holland and 5,586 tons from "other countries." It was, of course, impossible for Russia to ship to this country, but that was not the position of Denmark, Holland, Norway and Sweden; nevertheless, the receipts from these countries have fallen from 106,341 tons in aggregate in 1913 to about 40 per cent of that quantity, i.e., on the basis of 36,836 tons for the nine months ended June 30, 1917, as per figures set forth in table I of our statistics. Norway and Sweden, as well as Russia, have dropped out of the trade altogether.

Prices.—Prices rose gradually from the beginning of July, 1916, until the middle of December, with only an occasional lull; but a decline set in then which continued until the end of January. Later on, when the weather conditions were most unfavourable for production, and the submarine menace seemed to threaten a suspension of Danish shipments, prices went up to the extent of 18s. to 20s. per hundredweight within a week, Danish and New Zealand descriptions touching 230s., Australian 220s., Argentine 214s., and South African 212s., the highest figures ever recorded. From February 2 for six weeks onward there were no arrivals of Danish butter on our markets and prices were nominal; then shipments were resumed and there followed a period of fairly steady markets up to the last week in May, when a rapid fall in prices took place, succeeded by a rise during the last two weeks of June.

Quality.—New Zealand.—New Zealand butter more than maintained its high character, and when Danish was off the market many retailers who for years had handled only Danish became buyers of New Zealand brands, and were so satisfied with the quality that Danish importers must expect to meet more severe competition in the future from the best brands shipped from the Dominion.

Except during an interval of three weeks—two weeks in November and one in December—New Zealand butter has been offered on the London market throughout

the whole year under review, a position which has naturally tended to aid in the maintenance of its popularity.

Australian.—There is a general impression that Australian butter was not generally so good as in some previous years. There was more “fishiness” and not a little staleness, which may have resulted from the delays which took place before shipment. Many brands which had been graded as firsts in Queensland, New South Wales and Victoria had to be relegated to lower grades on their arrival here. Fortunately the complaints made by buyers were not very loud, as the result probably of the high prices ruling. In the interest of Australian producers, however, it is to be hoped that shipping delays in the coming season will be much less marked than they have been recently.

Three practically new sources of butter supply to this country have been opened up during the past twelve months—South Africa, British India and California; none of these is as yet of any great importance in comparison with the total consumption. The first-named country sent 731 tons during the nine months ended March 31, 1917, and 1,114 tons during the three following months, but these latter are not shown in the Board of Trade returns. The total from that source was, therefore, 1,845 tons during the twelve months ending June 30, 1917. Its value compared very favourably with those of butter from Australia, New Zealand and Argentina, as shown by the chart of prices accompanying this review; and when it is remembered that South African buttermakers have had no practical experience to guide them in meeting the varied requirements of this market as regards flavour, colour, saltiness, and method of packing, it must be recognized that their butter may ultimately and probably soon become a very effective competitor against the older-established favourites in this market. British India shipped experimentally to the United Kingdom 112 tons during the same period, and California sent 600 tons.

Margarine.

The high prices of butter during the past three years have driven large numbers of consumers to look for substitutes. They have had practically no choice but margarine, which is always ready to hand, and makes the nearest approach to good butter, both in colour and flavour. The total imports for the nine months from July 1, 1916, to March, 1917, were about 110,000 tons, an increase of 20,000 tons, as compared with the corresponding months a year earlier. But the margarine consumed in this country is not all imported; a large quantity is made in the United Kingdom. Unfortunately, there are no reliable statistics as to the exact quantity manufactured here, but it is estimated, on good authority, that for the twelve months ended June 30, 1917, this amounted to approximately 130/150,000 tons, which, with the 110,000 imported in the nine months, plus 35,000 tons (the proportion estimated as the imports for April, May and June, in 1917), bring the total yearly consumption of margarine in this country to about 280,000 tons.

CHEESE.

Imports.—The imports of foreign cheese for the nine months ended March 31, 1917, were practically equal to those of the corresponding period in 1916, the only difference being a decrease of 319 tons in 1917. From British overseas sources, which were virtually confined to Canada and New Zealand, 11,984 tons in excess of the same period in 1916 were received, but while the Canadian supplies show an increase of 17,625 tons, those from New Zealand were reduced by 5,645 tons. The total from both these Dominions amounted to 93,998 tons in the nine months, the largest import of cheese in recent years, while foreign sources aggregated only 17,047 tons. The smallest import in recent years of twelve months occurred in 1912, when it dropped to only 116,838 tons, and the largest was in 1915, when 131,320 tons were imported. It is estimated that for the twelve months ended June 30 the total imports probably amounted to about 130,000 tons.

Prices.—The difference this year between the average price of Canadian and New Zealand cheese calls for some comment, because in previous years the difference has been only about 2s. per cwt. The explanation, as a glance at the accompanying chart shows, is that from October to the end of May, 1917, while the market was at its highest, no New Zealand cheese was available for sale, the entire imports having been commandeered by the Government, while on the other hand, Canadian was selling freely up to 176s. per cwt. In consequence, the average price for the latter description has reached the extraordinary figure of 131s., as against 101s. 9d. for New Zealand, which has been confined to quotations from July to October, 1916 only, during which period the average price of Canadian was 102s. per cwt. On May 29 both descriptions were in the hands of the Government. The difference in the average of these two descriptions for this year, explained above, is sufficient to affect the average for the past five years to the extent of about 19s. per cwt.

Quality.—New Zealand.—The Imperial Government having secured New Zealand cheese at the opening of the season for the army, the usual importers have had few opportunities of testing its quality, but the general impression is that there was no falling off as compared with the preceding year.

Canadian.—This variety has fully maintained its high character for excellence.

TABLE I.—Imports of Butter into the United Kingdom for the Ten Years ended June 30, 1916, and for Nine Months ended March, 1916 and 1917.

Year ended 30th June.	BRITISH.					FOREIGN.								Grand Total.	
	Australia.	Canada.	New Zealand.	South Africa.	Total British.	Argentina.	Denmark.	France.	Holland.	Norway.	Russia.	Sweden.	Other Countries.		Total Foreign.
	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.		Tons.
1907	34,023	8,220	14,852	—	57,095	2,410	87,273	13,316	8,707	1,344	32,425	10,882	5,825	162,182	210,277
1908	22,396	1,862	11,492	—	35,750	2,430	91,248	16,945	9,562	1,263	30,487	11,118	2,331	165,384	201,131
1909	16,180	2,386	13,631	—	32,197	4,475	93,050	19,875	10,490	1,529	32,612	13,236	3,111	178,378	210,575
1910	28,770	1,162	16,705	—	46,637	2,924	84,632	20,212	8,270	1,210	29,426	15,352	2,301	164,327	210,964
1911	44,395	776	15,852	—	61,023	932	88,379	14,665	6,272	1,295	30,201	18,671	1,352	161,767	222,790
1912	33,677	2,997	16,183	—	52,857	2,603	80,398	8,333	5,387	1,615	30,757	17,123	1,172	147,338	200,195
1913	26,414	—	13,416	—	39,830	4,400	82,546	13,167	6,584	1,211	35,194	16,000	378	159,480	199,310
1914	26,076	41	16,609	—	42,726	2,358	88,935	11,528	7,572	778	41,056	17,996	665	170,708	213,434
1915	21,848	443	17,928	—	40,211	4,314	82,258	17,651	7,452	2,580	26,537	7,993	1,394	150,179	190,390
1916	6,363	1,188	18,371	—	25,922	5,791	54,662	12,748	640	1,087	41,723	2,898	2,880	122,429	148,351
*1916	4,673	935	14,145	—	19,753	4,022	40,402	10,729	520	916	41,639	2,826	2,838	103,892	123,645
†1917	16,390	5,360	11,916	731	34,397	2,736	34,509	4,173	2,318	7	—	2	8,424	52,169	86,566

* Nine months ended March, 1916. † Nine months ended March, 1917.

TABLE II.—Average Wholesale London Top Prices of Salt Butter, per cwt.

For the Year ending 30th June.	THESE ARE QUOTATIONS FOR CHOICEST QUALITY.												
	1908.	1909.	1910.	1911.	1912.	Five Years' Average.	1913.	1914.	1915.	1916.	1917.	Five Years' Average.	
	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	
Danish, Swedish.....	120 3	116 3	122 2	116 8	132 2	121 6	127 3	125 2	143 8	173 2	207 8	135 3	
French.....	113 3	111 6	117 10	119 0	138 4	119 11	125 6	125 2	133 3	153 4	No sale	134 4	
New Zealand.....	115 3	111 9	115 5	109 1	125 8	115 5	117 4	116 3	136 5	161 3	200 4	146 7	
Australian.....	111 10	106 9	111 9	105 6	121 9	111 6	112 1	111 9	131 5	153 3	197 10	142 2	
Russian.....	108 4	106 7	109 4	103 6	119 10	109 6	109 1	107 0	126 2	133 1	—	118 10	

TABLE III.—Imports of Cheese into the United Kingdom for the Ten Years ended June 30, 1916, and for Nine Months ended March, 1916 and 1917.

Year ended 30th June.	BRITISH DOMINIONS.				FOREIGN.					Grand Total.	
	Australia.	Canada.	New Zealand.	Total British.	Holland.	Italy.	Switzerland.	U.S. America.	Other Countries.		Total Foreign.
Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.	Tons.
1907.....	160	90,679	8,597	99,436	11,491	4,385	465	8,638	1,175	26,154	125,590
1908.....	53	81,428	13,152	94,633	13,397	4,162	491	4,712	1,200	23,962	118,595
1909.....	—	76,402	16,572	92,974	14,500	3,858	486	3,765	1,231	23,850	116,824
1910.....	207	79,661	22,651	102,519	12,564	4,169	585	1,700	1,287	20,305	122,824
1911.....	617	76,457	20,256	97,330	11,284	4,092	547	7,045	1,166	24,134	121,464
1912.....	93	72,690	24,993	97,775	11,137	3,957	612	2,470	887	19,063	116,838
1913.....	238	66,424	29,489	96,151	14,044	4,897	606	842	856	21,245	117,396
1914.....	1,067	60,763	33,856	95,686	14,882	5,455	641	1,169	1,062	23,209	118,895
1915.....	1,048	62,192	32,515	95,755	14,940	4,599	263	15,106	657	35,565	131,320
1916.....	—	70,341	32,563	102,904	1,870	2,397	325	19,279	471	24,342	127,246
*1916.....	—	60,754	21,264	82,018	1,763	1,567	226	13,407	403	17,366	99,384
†1917.....	4	78,379	15,619	94,002	8,985	409	104	7,247	302	17,047	111,049

* Nine months ended March, 1916.
† Nine months ended March, 1917.

* Nine months ended March, 1916.

† Nine months ended March, 1917.

TABLE IV.—Average Wholesale London Top Prices of Cheddar Cheese, per Cwt.

For the year ending 30th June.	THESE ARE QUOTATIONS FOR CHOICEST QUALITY.													
	1908	1909	1910	1911	1912	Five years' average.		1913	1914	1915	1916	1917	Five years' average.	
	s. d.	s. d.	s. d.	s. d.	s. d.	s.	d.	s. d.	s. d.	s. d.	s. d.	s. d.	s.	d.
Canadian.....	62 10	63 0	60 6	59 8	71 5	63	6	64 3	68 3	83 8	94 0	131 0	101	5†
New Zealand.....	62 1	62 10	58 9	59 1	69 10	62	6	62 6	66 0	84 7	93 7	101 9*	81	8†

* Average for 4 months. † Up to 31st October, 1916, the averages were 82/4 for New Zealand and 81/9 for Canadian; and the comparison of the average of five years shewn above is unfair to New Zealand, to the extent of about 19/- per cwt.

CANADIAN PIANOS IN AUSTRALIA.

FROM THE CANADIAN TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, July 31, 1917.

Taking the experience of one of the largest importers of pianos and proprietors of large instrument selling houses in Melbourne and Sydney, personal investigation has disclosed the following rather disappointing facts in respect to the inferior packing of Canadian pianos for the export trade and the attendant consequences.

Here is the experience of the importers briefly given:—

“Owing to the outside case not being zinc—or even tin—lined, every instrument arrived in a more or less damaged condition and three pianos after having been renovated and sold were returned by the purchasers as being unsatisfactory.

“In one instance, the back of the instrument was badly stained by dampness, and the whole came away rusted, which necessitated regluing; the metal parts and the notes were rusted and thus ‘stuck’—all owing to the lack of proper wrapping to prevent sea air and dampness reaching it.

“While a water-proof material was used it was not thoroughly wrapped around the piano as it should have been done.

“The long voyage a Canadian piano has to undergo to reach an Australian port makes it absolutely necessary that the instrument should be so packed that all sea air is excluded, otherwise rust and staining at least will result.

“In as much as the price of a piano which, before the war, retailed in Australia at about £50 (say \$243.33) is now from £70 to £80 (say \$340.67 to \$389.33) the extra cost of effective packing would be cheerfully borne by importers to ensure landing the instrument in good condition.

“Importers quite understand the present difficulty of procuring zinc, but state that the cheapest tin, or even waterproof oilskins—provided they are thoroughly wrapped around the instrument—must be obtainable.

“In the absence of zinc lining, the best substitute is undoubtedly tin, of, however cheaper a quality and the cases so lined in which English pianos are now arriving in Australia are satisfactory. The Canadian and United States pianos are varnished and not French polished, which is considered very detrimental to their sale in Australia.”

(NOTE.—Mr. Ross dealt fully with the piano trade with Australia in *Weekly Bulletin* No. 587 of April 26, 1915.)

AUSTRALIAN DUTIES ON FLOUR AND WHEAT REMOVED.

In his report of August 16, Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, writes as follows:—

In years of normal production, the imports of flour and wheat into Australia are almost negligible.

At this particular time, when about 150,000,000 bushels of wheat are stacked at Australian ports waiting transportation oversea, and the domestic price to millers (now 4s. 9d. = \$1.16 per bushel) is probably lower than in any other portion of the Empire, the placing of wheat and flour on the free list is in no way detrimental to the interests of primary producers in the Commonwealth.

The tariff, so far as these items are concerned, has been altered for the specific purpose of facilitating shipments to the United States for the use of Great Britain and her Allies.

The tariff of the United States provides for the free admission of wheat and flour from countries extending reciprocal treatment to similar products from that country. It has, therefore, been decided by the Commonwealth Government to suspend the customs duties in order to facilitate the transfer of Australian wheat and flour to the United States either for transfer to Europe or to replace American flour shipped to Allied countries.

INCREASED LAND CULTIVATION AND CATTLE PRODUCTION IN ENGLAND AND WALES.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. J. E. Ray.*)

BIRMINGHAM, August 31, 1917.

The preliminary statement of the agricultural returns for England and Wales, collected in June, shows that about 190,000 acres of permanent grass have been brought under the plough since June, 1916, the arable area being 195,000 acres more than a year ago. The 1,918,550 acres under wheat compare with 1,912,210 a year ago. Barley shows an increase of 128,500 acres, and oats one of 173,000 acres, the area under oats, 2,257,480 acres being the largest since 1904. Beans have been reduced by 25,000 acres and peas increased by 18,000. The acreage under potatoes, 508,190, has been increased by 80,000 acres, or nearly one-fifth, and is about 10 per cent greater than the highest previously recorded. Turnips and swedes account for an additional 34,000 acres, and mangolds nearly 11,000. The hay area is down by nearly 108,000 acres.

The number of horses on farms increased by 13,000, those used for agricultural purposes showing an increase of 23,000. There are, however, 5,000 less foals than in 1916. The total number of cattle, 6,227,150, has again been increased, and is the largest ever recorded. The number of cows in milk on June 4 was 24,000 less than a year ago. Sheep (17,169,880) show a considerable reduction; the number of ewes kept for breeding declining by 170,000, and lambs by 570,000. Both sows and other pigs were being kept in smaller numbers, and the total number of pigs (1,918,540) was 250,000 less than last year.

Damaged Corn and Hay crops.

The reports of representatives of the Food Production Department received from all parts of England and Wales for the week ended August 18 are not very encouraging, so far as the corn crops are concerned, although from a few districts the news is more favourable than at the end of the previous week. Generally there has been almost continuous rain; and the hay still out in some late districts has been damaged, and harvesting operations have been interfered with seriously. Root crops, however, are very good, and in many districts exceptionally fine; and green food for cattle is plentiful.

INDUSTRY IN BRITISH GUIANA.

In his report of August 3 on the trade of British Guiana, Mr. E. H. S. Flood, Canadian Trade Commissioner, Barbados, gives the following information regarding industry in British Guiana:—

GOLD AND DIAMOND MINING.

There has come recently a revival in diamond mining, owing to the improvement in the market price of diamonds and the size of the stones which are now being found in some of the diamond fields. The export last year amounted to 16,180 carats of a value of \$143,044, which was more than double the export of 1915 both in weight and value, and this in face of a prohibition on the export to countries other than Great Britain and her colonies. It is stated by the Lands and Mines Department that among the parcels presented at that office, "stones of from 1 to 3 carats were fairly common, whilst seven stones ranging from 4 to 6 carats, and four ranging from 6 to 9 carats were recorded."

Gold mining, however, has been gradually declining, less gold having been obtained than in any other year of the decade, and in fact not much above half the average of these years. It is stated by the Comptroller of Customs in his report that it has been found impossible to infuse new life into this industry. Early in 1916 a new company was formed to go into the goldfields, but was compelled to suspend operations on account of the difficulty of obtaining labour, and the heavy present expenses of mining owing to high prices of foodstuffs and general working machinery. In the Lands and Mines Report above referred to, a reference is made to the excellent work carried on by the Guiana Gold Company and the Minnehaha Development Company, and a belief is expressed that "as soon as it becomes generally known that this is a gold-dredging country with sound possibilities, there will not be lacking equally sound concerns ready to develop it." It is evident, therefore, that in the opinion of the Lands and Mines Department there is still a promising future for gold mining in the colony.

British Guiana Rice Industry.

With further reference to the recent report on lands and mines, it would appear desirable to notice the paragraph given in that report on the great advance made in the rice industry of the colony, as rice comes in direct competition with imported foodstuffs from Canada and the United States, particularly with flour and cornmeal. The paragraph runs as follows:—

"Rice cultivation, which now takes second place to sugar cane cultivation as a staple industry of the colony, has steadily advanced. Reliable data as to the area under cultivation and the actual output are not available; but a comparison of the export figures shows that 20,289,584 pounds were exported in 1915 as against 29,141,056 pounds in 1916, an increase of no less than 8,851,472 pounds on exports alone. When it is considered that the importation of rice, which averaged 39,000,000 over a period of 25 years prior to its cultivation in this colony, has entirely ceased owing to the local product usurping its place, it is obvious that, considering the increase in population, the total production cannot now be less than 70,000,000 pounds, and is probably much more, as this cereal is becoming more and more the staple food of the masses; moreover, the ever-increasing price of flour since war broke out has caused the use of rice as a dietary to extend beyond normal proportions, and it would probably be no exaggeration to place the local consumption of rice to-day at double what it was 20 years ago.

Principal Forest Industries.

The lumber exported, which was cut in the colony itself, was valued last year about \$125,000. Of this about \$88,000 was greenheart, two-thirds of which went to the United Kingdom. Previous to the war, however, the export of greenheart was about double. There was a small quantity of cedar, crabwood, and railway sleepers exported, together with a large quantity of firewood to the neighbouring islands amounting to \$22,414, to take the place of coal, the price of which had become prohibitive.

Balata has for some years past been one of the principal of the minor products. The quantity collected has remained with slight fluctuations about the same for several years, but with the advance in the market price of balata the value of the export has increased, so that it is now second in the list of minor industries. The quantity of rubber obtained is also increasing, and as the cultivation has passed the experimental stages, only the introduction of capital and labour, it is declared, is necessary to place it in British Guiana on as firm and successful a basis as in the East, with the added advantage of closer touch with European markets.

Lime Industry.

The Government is doing everything possible to encourage the cultivation of limes. The area under lime trees, although not large, is being gradually extended. A short time ago a representative was sent to inquire into and report upon the working of the model factory at St. Lucia, and a small factory for concentrating lime juice has been erected at Onderneeming, and it is said that work has been well started. There are signs of much activity in this industry as a result of the knowledge that a government factory is established, and that there is a market for the fruit. The export of citrate of lime last year amounted to 52,202 pounds, valuing \$9,950.

Shipping.

Since the war there has been each year a decline in the number of vessels calling at the ports of the colony, and in the aggregate tonnage of the vessels. Last year this decline, as compared with 1915, was 173,815 tons, and about 200,000 tons below the average of the five previous years. One cause which undoubtedly operates against the larger ships calling, is the bar which extends across the mouth of the Demerara river. This bar, it is claimed, has been silting up, and the tide tables for 1917 have been reduced by 1 foot 2 inches, so that vessels cannot be so heavily laden as in previous years. During the three months of the sugar season, this decrease would mean that the Canadian mail steamers would take about 7,000 tons less sugar. It would appear most desirable in the interest of the colony that this matter, which has been engaging attention for so many years, should be finally gone into, and the channel of the river deepened. The principal lines of steamers running to Georgetown, the capital of the colony, are shown in the following statement, with the number of steamers belonging to each line that entered the port in 1916:—

Line of Steamers—	Numbers.	Tons.
Royal Mail Steam Packet Company..	5	7,966
London Direct Line..	13	31,793
Trinidad Trading Company..	21	61,368
Liverpool Line..	12	14,935
Glasgow Direct Line..	13	31,472
Canadian Mail..	26	73,987
Sprotons, Ltd. (Surinam Service)..	13	1,853
Quebec Steamship Company..	27	52,574
French Mail..	26	27,236
Royal Dutch West India Mail..	16	24,029
Dutch Government (Surinam)..	31	10,011
Nourse Line..	5	10,973
Raporel Line..	7	7,311
All other steamers..	25	8,832
Total..	240	364,340

DISLOCATION OF AUSTRALIAN TRADE BY STRIKES.

In his report of August 16, Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, writes as follows:—

As the mail closes, hundreds of thousands of tons of shipping—both coastwise and oversea—are unemployed owing to the strike of seamen and the refusal of wharf labourers and stevedores to work on vessels.

The trouble has extended to coal mines, steel works, tramways, large industries depending on coal and the transport of raw materials, and to every trade avenue throughout the Commonwealth.

The difficulty arose through men engaged in the State railway workshops in New South Wales objecting to the introduction of the card system of checking costs. There was no dispute as to wages or hours of labour, but the proposed card system precipitated a strike on the State-owned railways and tramways in New South Wales which has been supported by allied labour unions in several states.

So far, the New South Wales railways only are involved, although there is also a strike in Queensland through demands for increased wages being made retrospective.

The unrest is attributed—and not without reason—to the activities of the Independent World's Workers, which, so far as Australia is concerned, are most pronounced in Sydney.

Australia is now in the throes of the biggest labour upheaval the country has yet experienced, and it is impossible to foresee its far-reaching consequences, nor is it apparent when and how the difficulty may be overcome.

The Commonwealth and interested state governments have taken united action to overcome the trouble by endeavouring to placate the more sober-minded and patriotic unionists or, failing that, to find free labour to take the places of the many thousands of strikers.

The effect of these particularly deplorable conditions—in the greatest crisis of the Empire's history—has for the time being completely paralyzed both import and export trade throughout Australia.

GLYCERINE PRODUCTION IN JAPAN.

The following extract from the *Japan Times* has been forwarded by Mr. E. F. Crowe, Acting Canadian Trade Commissioner, Yokohama:—

The glycerine manufacturing industry of Japan was first started in 1916, when chemical manufacturing plants were established, under Government auspices and with the aid of Government subsidies.

The supply of glycerine is gradually increasing, but cannot as yet meet the entire home demand, and semi-refined and refined glycerine is still coming in from the United States.

The present output of one company is about 70 tons per month. Another company also produces refined glycerine, and there are other small works producing crude glycerine.

Till recently fish oil produced in Japan was used as a basis for glycerine, but with the expansion of the industry animal fat from Australia and cocoanut oil from the South seas is being used. The use of bean oil for this industry is under investigation, the stability of glycerine manufactured therefrom for use as a constituent of dynamite being not yet determined by Japanese chemists.

The following table shows the imports of glycerine into Japan during the last four years:—

	Total amount from abroad. Kin.	From British maker only. Kin.
1912..	1,632,483	1,010,281
1913..	1,430,922	946,108
1914..	1,716,912	1,256,157
1915..	509,915	441,964
1916..	800,830	359,408

NOTE.—1 Kin=about 1½ pounds.

THE DISTILLATION OF WOOD IN ARGENTINA.

FROM REPORT OF ACTING TRADE COMMISSIONER.

(*Mr. B. S. Webb.*)

BUENOS AIRES, August 7, 1917.

Up to now but few serious attempts have been made to produce any chemical by-product from Argentine timber, although large quantities of charcoal are made for domestic consumption. The manager of one of the few experimental plants which have been established has supplied me with the following report on the work being done at his establishment:—

“Unfortunately we have had to shut down the experimental distilling plant at Real Sayana, so that I will not be able to give you exact details of our productions there, but I may say that we distilled white quebracho botanically known as *aspidospermo queb* Sch. Fam Apocineae. We produced charcoal, acetate of lime, hardwood tar and crude wood alcohol.

“For various reasons our plant never produced serious quantities, but personally I am thoroughly convinced of the possibilities of this industry in this country for we have the advantage of being able to sell all our by-products at good prices which is not possible in any other country where this industry is practised. For instance, in North America the tar is burnt under the furnaces and the charcoal fetches a very poor price owing no doubt to the cheapness of other fuel, whereas, as you are no doubt aware, charcoal fetches normally from \$20 to \$25 gold a ton here.

“There are other possibilities for this industry in this country which I hope to be able to exploit in the near future, and of which I shall be most pleased to keep you duly posted.

“As to the method we employed it is the well-known vertical retort system. We load the air-dried wood into large iron vertical retorts of about five cubic metres capacity each. These are then hermetically sealed, an outlet pipe connected to the top, from thence to water-cooled condensers. Fires are then slowly started under the retorts and once distillation commences, the gases given off are passed through the water-cooled condensers and on condensation form the pyroligneous liquid known as acid water. The non-condensable gases, after passing through the scrubber are conveyed under the furnaces where they are burnt. The condensed gases now in the form of acid water are allowed to repose and the heavy tars, deposited on the bottom of the vats by decantation are drawn off, leaving a partially clear liquid. This liquid is distilled in three-pan system, the result being, limewater impregnated with acetic acid, crude wood alcohol of about 20° B. and dehydrated tar similar to Stockholm tar. The retorts are now lifted out of the furnaces, allowed to cool without admitting air, and once cooled, their contents of wood charcoal is discharged into suitable receptacles.

The impregnated linewater is allowed to settle, passed through filter presses and evaporated into double bottom pans, the result being acetate of lime 80 per cent pure. The crude alcohol is rectified by the usual continuous still method, giving refined wood alcohol.

"This outlines roughly the type of plant as erected by us at Real Sayana. For larger outputs there are other and better systems though the principal remains the same."

GREAT INCREASE IN THE PEAT FUEL INDUSTRY OF NORWAY.

FROM REPORT OF CANADIAN COMMERCIAL AGENT.

(*Mr. C. E. Sontum.*)

CHRISTIANIA, August 10, 1917.

On account of the great difficulties in obtaining coal for heating purposes and the enormous prices of this commodity at present, the Norwegian peat fuel industry is making rapid progress. Nearly 200 new peat-fuel machines are being installed in different parts of the country and it is reported that all that they can produce is already contracted for for household use. It is hoped that it will be possible to produce in the neighbourhood of 100,000 tons of peat-fuel during the year. The Norwegian Peat Fuel Association disposes alone about fifty machines, which are rented out to the members on very reasonable terms.

CANADIAN PRODUCE PRICES IN THE UNITED KINGDOM.

The Canadian High Commissioner's office has furnished the following market quotations for Canadian produce in the United Kingdom for the week ended September 1, 1917:—

Cheese—

Bristol.....	-	130/6d. per cwt.
Liverpool.....	-	130/6d. "
London.....	-	130/6d. "
Glasgow.....	-	-

Butter—

Bristol.....	-	-
Liverpool.....	-	-
London.....	-	-
Glasgow.....	-	206/ "

Bacon (sides)—

Bristol.....	-	-
Liverpool.....	-	155/ "
London.....	-	157/ "
Glasgow.....	-	153/ "

Bacon (Cumberland cut)—

Bristol.....	-	-
Liverpool.....	-	152/ "
London.....	-	-
Glasgow.....	-	155/ "

Hams (long cut, green)—

Bristol.....	-	-
Liverpool.....	-	144/ "
London.....	-	-
Glasgow.....	-	-

EXPORT TRADE TO CENTRAL AND SOUTH AMERICA.

The following suggestions are taken from a pamphlet published by the Export Department of the Mechanics and Metals National Bank of New York City, addressed to the merchant and manufacturer who contemplate entering into trade with South and Central American countries.

The opportunities presented to our manufacturers and merchants, for the development of a permanent trade with Latin America, are large and full of promise. But for a manufacturer or merchant in this field there were a number of rules which it is essential from the first to observe. Study the market you seek. There is more difference between the Argentine Republic and Nicaragua than there is between Minnesota and Texas. Acquaint yourself thoroughly with conditions, the class and style of merchandise required, what your competitors are doing and what terms they allow; all this in order to be prepared to meet competition when you finally send your salesman into the chosen territory.

The export business cannot be gone into lightly, nor as a temporary antidote for unsatisfactory local conditions. To engage in it necessitates being always prepared to supply, at short notice, what foreign clients want, whether domestic business is slow or booming. In that way only will export business prove both satisfactory and profitable.

Latin races are sensitive and proud, and you must therefore be especially careful not to offend in seeking information. When you have once gained the confidence of a South American firm, it will not hesitate to give you all the information you want.

GENERAL HINTS.

Standing of Firms.

The financial responsibility of your foreign clients should be investigated as carefully as that of your domestic customer. Do not think, merely because he is located a few thousand miles from you, that he is a bad credit risk. A good firm in any country is as good as a good firm in this country, and just as deserving of credit.

Terms of Sale.

We most emphatically recommend that, before shipments are made, you agree with your customer upon every detail of the terms of sale and then adhere to such terms most scrupulously. Settle beforehand whether your client is to pay interest and banking charges, and the amount of each, in case he is to pay for them.

Representatives.

The greatest care should be exercised in the selection of the man you send out as your salesman. Bear in mind that your clients do not know you and can only judge your character and standing by that of your representative. The European houses, which have made such a marked success of their foreign business that their methods should at least be given thorough consideration, make it a practice to send out one of their junior partners to the new field they wish to develop.

Language.

This may not always be possible, because less attention is devoted to the study of languages in this country than in the most successful European countries. Do not send a representative to a Spanish-speaking country merely because he knows Spanish.

Be even more careful in your selection than in that of your domestic salesman. Unless he knows the merchandise thoroughly, you might better save his expenses.

Avoid sending to Brazil a man who speaks only Spanish. Should you be unable to find a satisfactory Portuguese-speaking representative, send one who knows French. There are obvious advantages in having a salesman represent a group of manufacturers, but unless the man selected is thoroughly acquainted with your product, avoid joining a combination.

Quoting.

When making quotations to your client, should it be impossible to name a figure for the goods delivered at the customs house in his locality or the nearest one thereto, make your price cover the delivery to the steamer at the port of shipment. If you must quote a price free on board from your city, do not merely say, "such a price f.o.b.," because your customer could then only guess whether you mean f.o.b. factory, cars New York, or steamer. When quoting a price at destination, or cost, insurance, freight (c.i.f.), make sure that all expenses are included, even such charges as interest and bank collection.

Credit Information.

The best medium for securing reliable foreign credit reports is your banker. If he does not have the desired information on file, he will obtain it for you. Always bear in mind that your banker, if you have chosen the proper kind, is your best business friend.

Length of Credit.

All new countries, because they are comparatively undeveloped, ask and obtain longer credits than older countries. Money is worth more to them than the rate of interest they pay you for the accommodation. There are two ways of extending credit, one the open account method, your customer remitting the money to you as it becomes due; the other, that of drawing a time draft against your client, either 30, 60 or 90 days after sight or date.

The second method is generally preferred, as it provides a commercial instrument which can be discounted. The usual length of credit extended by North American merchants in South and Central America is 90 days after arrival of the merchandise. Sometimes longer or shorter credits are granted, but 90 days is the common practice.

When figuring the amount of interest to be charged to your customer, you should take into account the length of time consumed by the merchandise going to its destination, as well as, after payment, the time required for the remittance to reach you. For instance, when goods are sold in the Argentine Republic, payable 90 days after sight, interest is generally charged for five months, the three months time of the draft and one month for transit in each direction.

Banking Connections.

Choose a good bank doing South and Central American business, call on it and explain your problems. If your foreign trade requires financing, make arrangements for the discounting of your drafts or for advances to be made thereon, so that the bank will place you in a position where you can grant the necessary credits to your customers.

Make it a point to periodically visit your bank and discuss your business, your clients and your plans, all of which tends to closer relationship. Make your bank your confidant in reference to your business, and do not be afraid to thoroughly discuss your problems with it, as such procedure will help you and inspire confidence.

Packing.

Pack your merchandise securely, so that it will stand rough handling. Always use new cases. Remember that each package will probably be thrown about in no

careful manner. Always follow your customer's instructions, because he receives goods from many different merchants, both European and American, and what he tells you is the result of long experience.

If the merchandise you are selling is packed in small pasteboard boxes and your client instructs you to use small wooden boxes instead, follow his directions, because in all probability the reason for his request is that he would have to pay duty on the pasteboard boxes, while the wooden boxes would be free of duty.

If your customer requires the gross, legal and net weights, give them as accurately as you possibly can, and avoid fines in the custom house. The gross weight of a package is its total weight ready for shipment. The legal weight equals the gross weight less that of the outside box or case, while the net is the weight of the merchandise only.

For instance, the net weight of a case containing soap would be equal to the weight of the soap by itself; the legal weight would be the sum of the weights of the soap and cardboard boxes; the gross weight would consist of the sum of the weights of the soap, cardboard boxes and packing case. Should there be no cardboard boxes, then the legal and net weights would be alike.

Metric System.

Remember that throughout the Latin-American countries the metric system is used and therefore always give the various weights in kilos and grammes. One kilo equals 2.2046 pounds and contains 1,000 grammes. To change pounds to kilos, divide the number of pounds by 2.2046.

Steamship companies have the privilege of charging freight either according to the cubic measurements of the cases or their weights, on the basis of 40 cubic feet per ton, whichever provides them with the larger return, and, except on very heavy merchandise, freight is usually charged on the basis of the cubic measurement of the cases. Therefore, as this is an important item, pack the merchandise in as small a volume as possible, consistent with safety. Avoid fractions of inches in the measurements of the cases, as the steamship companies will charge for a whole inch.

Marking.

Let the marking on your cases be as clear as possible, preferably stenciled. Many countries impose heavy fines if the cases are brush marked, and, in order to avoid costly mistakes, it is advisable to make a general rule that all cases be stencilled.

A case to be properly marked should have only your customer's shipping mark and name of town of destination on both ends, and the measurements as well as the gross, legal and net weights in kilos on the cover. Avoid covering the cases with your brands or trade marks.

If for advertising purposes you insist upon their presence, place them on the front and back of the case, so that they are less likely to be mistaken for shipping marks.

Consigning.

Preference should always be given to the consignment to "Order," as it makes the merchandise the property of the holder of the bill of lading, whereas, when consigned to the customer direct, possession of the merchandise cannot be obtained by the collecting bank until the bill of lading has been endorsed by the consignee.

Banks much prefer to negotiate drafts having documents attached consigned to "Order," because, until such documents are delivered, the merchandise is collateral security for the bank's advances. In some countries, although the bill of lading may be drawn to "Order" and endorsed in blank, the custom house authorities consider the merchant named in the consular invoice to be the rightful owner of the property.

When dealing with those countries, special care should be exercised and a conference with your bankers is advisable.

Invoicing.

The greatest accuracy and clearness should be predominant features of an invoice. The gross, legal and net weights of each and every package should be mentioned. The detailed contents of every packing case should be given. Do not leave anything to the imagination or make it necessary for your customer to guess at what you mean.

Remember that many of the abbreviations and signs in common use in this country are unknown in other countries. Enter in detail, in the invoice, all your various charges, such as cartage, ocean freight, consular charges, insurance, interest and banking charges, so that the total of your invoice and the amount of your draft correspond. If you employ the services of a forwarding agent, close your invoice when you have charged all your own expenses, such as cost of merchandise, railroad freight, etc., and let your forwarding agent make a separate invoice for the shipping expenses.

It is always preferable, almost essential, to make the invoice in the language of the country of destination. If the shipment is destined to Brazil and you have no one who can write Portuguese, make it out in French. Even English is preferable to Spanish. The same suggestion applies to your letters.

Consular Declarations.

Consular declarations should preferably be made out in the language of the country of destination. If this is not practicable, write them in English. Be most careful to apply to your merchandise the classification to which it really belongs, as otherwise excess duty may be charged, for which you might properly be held accountable.

If your client gives you instructions on the subject, follow them to the letter. A good method is to always request your customer, when ordering, to state how he wants the shipment, or various parts thereof, declared. Study carefully the consular requirements of the country to which you are making the shipment and conform to them.

Drawing.

When a sight or time draft is attached to a complete set of shipping documents and handed to your bank for collection or discount, definite instructions should be given as to what action the bank should take in case the draft is not honoured when presented.

If you have an agent located at the point of destination, you should state whether the bank or its correspondents can follow his instructions, should events make it desirable to refer to him. Remember that practically all over South and Central America merchants have the right to await the arrival of the merchandise before accepting a time draft or paying a sight draft.

Bear in mind that in those countries the documents attached to a time draft must always be delivered to the drawee against his acceptance. For further particulars on the subject, refer to your bank.

DON'TS.

Don't hesitate to consult your bankers. They should assist you whenever possible. Your interests and theirs are identical.

Don't try to force your customer to buy goods that he does not want. Give him what he wants, in the way he wants it.

Don't take anything for granted. Be sure every detail of your shipment is correct.

Don't disregard instructions. Follow them to the letter. Your customer has more experience in his own country than you have.

Don't think that you know better than your customer what he wants or how he wants it.

Don't substitute. Give exactly what your customer asks for. Remember that if you do not give it to him, somebody else will.

Don't delay an important shipment to write about a minor detail. Use the telegraph. It is better to spend a few dollars in that way than to lose a good customer.

Don't call your customer unreasonable because he holds you responsible for your errors.

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended September 15, 1917, has been furnished by Mr. Enrique R. Margarite, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation—

September 11, ss. *Esparta*, 295 drums.

The market for fish in drums has continued extremely quiet, due to the lack of demand in evidence, and as there are holders who want to get rid of their stocks, the prices have declined. We can only quote codfish at $11\frac{1}{2}$ cents per pound, haddock at $11\frac{1}{2}$ cents per pound, and hake at $10\frac{1}{2}$ cents.

CODFISH IN CASES.

Importation—

September 11, ss. *Esparta*, 1,525 cases from Boston.

“ 12, ss. *Mexico*, 100 cases from New York.

No animation is noted in the market for codfish in cases as a result of the absence of an active demand. In spite of this circumstance, a strong feeling prevails among holders and the prices are sustained. We quote at \$17.50 to \$20 per case for that from the United States and Canada.

HERRINGS.

A lot of 169 boxes has arrived this week. Although it has caused no sale as yet, it is expected that the price will be around \$1.75 per large box.

GOUDA CHEESE.

The market for cheese continues unchanged and we continue quoting from 34 to 45 cents per pound for a sort produced in the United States, similar to Gouda cheese.

POTATOES.

Importation—

2,500 cases from Valencia, Spain.

200 barrels from Key West, Fla.

14,284 “ “ New York.

4,480 bags from New York.

A very active demand has been in evidence for potatoes and in consequence the price of \$6 per barrel is sustained. Potatoes received from Spain are obtaining a good inquiry and the sales are being made at \$3 $\frac{7}{8}$ to \$4 per 100 pounds.

EXCHANGES.

New York, 3 d/s., one-eighth per cent premium.

London, s/d. at \$4.77 $\frac{3}{4}$ per £.

THE PAPER TRADE OF CHINA.

(*The Paper-maker and British Paper Trade Journal.*)

The following particulars, communicated by the Assistant British Commercial Attaché at Shanghai, were published in the *British Chamber of Commerce Journal* (Shanghai):—

In comparison with the great population of China, the import trade in foreign paper cannot be said to be great, yet the aggregate of the business done is far from being unimportant, and a study of the figures of the returns of recent years will show that the trade is expanding annually.

The value of imports of paper and cardboard into China in 1915 was 6,375,765 Hk. taels,* as compared with 6,724,761 Hk. taels in 1914, and 7,212,982 Hk. taels in 1913, and with a total in 1908 of 3,733,775 Hk. taels. It will be seen that the value of the trade has increased in the last seven years by about 75 per cent. The return for 1915 cannot, however, be considered a fair indication of the market, as for many months the demand for certain classes of paper could only partially be met by foreign manufacturers.

The classes of foreign paper most in demand consist of the following varieties: Machine-glazed cap; cap, one side calendered; printing paper, calendered, uncalendered, and coloured; newsprint, cheap qualities; cover and art paper; glazed and tissue paper; kraft and wrapping paper; and strawboard.

Machine-glazed cap is manufactured particularly for the China market and exceeds all other varieties in the import returns. It is almost a tissue paper, and to understand the large demand for this unusual class one needs to be familiar with Chinese forms of books and pamphlets. A great many Chinese books, pamphlets and folders are printed with uncut leaves, the printing being only on one side of the paper, and the intervening pages left blank. Thus each leaf of a book is really two leaves, and machine-glazed cap is employed for the purpose. Machine-glazed cap is imported in sheets 25 inches by 44 inches, 500 of which weigh 16½ pounds. This paper is furnished in large quantities by Norway and Sweden, and to a lesser extent by Germany and Austria.

Pink, green, yellow and orange printing papers are used for posters, street advertising, etc., and may be glazed on one side, but are mostly unglazed. Cheap newsprint has a large sale, as it is this quality which is used for Chinese newspapers. It is imported in sizes 31 inches by 43 inches (500 sheets weigh 37 pounds), other sizes being 27 inches by 40 inches and 25 inches by 35 inches. This paper is also made use of for posters and handbills, express notices, street advertising, Chinese account books, scribbling pads, etc., and further as wrapping paper in silk shops, as lining for tea boxes, and for many other purposes.

Cover and art paper, both glazed and embossed, is much employed for covering fancy boxes, and for making Chinese envelopes. Glazed and tissue papers, in white and in many bright colours, are employed in making paper ornaments and artificial flowers, and for many other purposes of a similar nature. Kraft and wrapping paper have a fairly large sale, but no actual figures of imports can be obtained. The demand for this class is much under that for printing paper. Strawboard, purchased by the ton, is imported in large quantities and in all weights, almost entirely from Japan.

* The average value of the Haikwan tael was 3s. 0½d. in 1913, 2s. 8¾d. in 1914, and 2s. 7½d. in 1915. 100 Haikwan taels = 111·40 Shanghai taels, for which exchange quotations are made.

The following table shows the value of the imports of paper and cardboard into China from the principal countries engaged in the trade in 1913, 1914 and 1915:—

From—	1913. Hk. tls.	1914. Hk. tls.	1915. Hk. tls.
Japan (including Korea)	1,397,949	1,500,074	2,115,152
United States	59,856	159,696	1,005,828
Hong Kong	1,522,779	1,526,106	980,690
United Kingdom	849,658	842,400	735,546
Sweden	1,335,814	983,543	698,347
Norway	271,135	393,972	521,636
Russia	85,321	104,335	151,841
Netherlands	10,045	8,312	19,751
Denmark	20,311	61,928	14,705
Germany	1,083,201	700,851	10,180
Austria-Hungary	380,813	231,562	—

From these figures it will be seen that Japan furnished about 33 per cent of the total imports of paper and cardboard in 1915. The portion entered through Hong Kong is entirely imported from foreign countries, to be ultimately distributed to South China cities.

While the figures presented do not show that the trade in paper, when compared with that of other countries, is as yet large, still they show that it is in a growing and healthy condition, and there can be no doubt but that a permanent and increasing demand for foreign paper of many varieties will continue to exist. It is improbable that any great extension of paper manufacture along modern lines will be followed in China for some time to come, and foreign paper will be required to supply the increasing demand. The many political changes within the country in recent years have been the means of vastly increasing the number and circulation of native newspapers; publishing houses for the production of school and other books have come into existence, and their number is being constantly added to; and advertising, both by foreign dealers as well as by Chinese themselves, is much in vogue—all of which contributes towards the increased demand for foreign paper and paper requisites in the China market.

CURRENT EVENTS OF INTEREST IN CHILE.

The following notes on commercial conditions in Chile have been contributed by Mr. George Mallett, of Valparaiso, Chile, under date August 13, 1917:—

CONVERSION FUND OF THE GOVERNMENT OF CHILE.

At the commencement of the present year the accumulated funds for the guarantee of the paper currency amounted to \$87,759,702.16, and were deposited as follows:—

Deutsche Bank	marks.	18,129,918	88
Disconto Gesellschaft	"	12,083,749	11
Dresden Bank	"	3,841,637	50
Rothschild London	£	2,856,728	16
Morgan & Grenfell	"	30,000	00
London City and Midland Bank	"	1,520,704	19
National City Bank of New York	\$	3,124,605	60
Casa de Moneda Santiago	"	3,643,634	07

In accordance with the law No. 3167, funds have accumulated amounting to \$3,715,270.40, product of the 15 per cent of the import duties from the customs tariffs fixed by law No. 3066. This amount is not included in the above statement, but is deposited in gold in the treasury of Santiago.

EDUCATION IN CHILE.

A scheme was recently prepared by the Minister of Public Instruction for the approval of Congress for the erection of four thousand new schools during a period of the next five years, in which he proposes to invest four million dollars a year during that period, making a total of twenty million dollars.

He states, "With the three thousand odd public schools at present maintained by the State for primary instruction in which 280,000 scholars are being educated, we should have in five years seven thousand schools capable of educating under their roofs nearly all the uneducated people of an educational age."

NITRATE INDUSTRY.

Stocks on the coast on the 30th June, 1917, amounted to 20,272,797 Spanish quintals, produced as follows:—

	Spanish quintals.
Chilean oficinas	8,437,110
British oficinas	6,713,582
German oficinas	5,122,105
	20,272,797

Exportation during the month of July, 1917:—

To Europe	1,562,647
United States	3,438,006
San Francisco (in transit)	458,154
Java	58,300
South Africa	167,740
British Columbia	40,700
Peru	2,200
Coast	13,643
	5,741,390

Loading:—

For Europe	2,105,409
United States	1,414,780
San Francisco (in transit)	22,950
Awaiting orders	738,552
	4,281,691

COMMERCIAL INTERCHANGE OF SOUTH AMERICAN REPUBLICS.

Argentina-Chile.—Buenos Aires, August 9.—The Argentine Minister of Agriculture has sent to the Consulate General of Chile in this city a sack of "Eskill Barbetta" wheat for dry unirrigated soil as a present to Chile for the purpose of experimenting in that country, it having given splendid results in Argentina in the wind-swept zones of low temperature and scarce rainfall.

Cattle.—In view of the development of the traffic in Argentine cattle, by way of the northern cordilleras into Chile, the Chilean Consul-General in Bolivia has received a note from the Chilean Consul in Salta, Argentina, drawing attention to the serious loss and damage suffered by the caravans in transit during the winter for lack of sheds for lodging the cattle on the road. The Argentine press have previously drawn attention to the matter.

Brazil-Chile.—Rio Janeiro, August 10.—The Minister for Foreign Affairs is taking energetic measures for insuring the interchange of commerce between Brazil and Chile and the neighbouring Republics of South America.

As a direct result of this a steamer of the Brazilian Lloyd line will very shortly leave on a voyage to Chile with Brazilian products to return with Chilean articles.

Mexico-Chile.—The Government of Mexico has solicited from the Government of Chile all disposable data respecting the State railway system, also a request for copies of all works recently published regarding this Department of Public Works for a collection of the laws, works on political constitution and general jurisprudence for the Government library.

GOVERNMENT NOTICES AFFECTING TRADE.

Canada.

REGULATION OF PRICES, ETC., OF SCRAP METAL AND FIBERIZED MATERIALS.

His Excellency the Governor General in Council, with a view to ensure to Canadian users supplies of metals and fibrous materials at reasonable prices, is pleased, under and by virtue of the power in that behalf conferred by the War Measures Act, 1914, or otherwise vested in the Governor General in Council, to make the following regulations and orders respecting the price, sale, control, storage, distribution and transport of scrap iron and scrap steel, rags, waste and other materials of metal or of animal, vegetable or mineral fibre, and the same are hereby made and established accordingly:—

1. The Minister of Customs is hereby authorized and empowered to fix the price of scrap iron and scrap steel, rags, waste, and other materials of metal or of animal, vegetable or mineral fibre furnished to users and dealers by sellers thereof in Canada from time to time, from September 1, 1917.

2. The Minister of Customs is further authorized and empowered to make such order or orders as he may deem necessary or advisable for the distribution and delivery of the aforesaid materials by the sellers and owners thereof to users or intending purchasers.

3. All orders and regulations made by the minister under this authority shall have the force of law.

4. The Governor General in Council may appoint an officer to be known as "Supervisor of Metal and Fibre," who shall hold office during His Majesty's pleasure.

5. It shall be within the power of and it shall be the duty of the Supervisor of Metal and Fibre:—

(a) To make such inquiry and investigation as the Minister of Customs deems necessary or directs, into the quantity, location and ownership, and into the sources of supply of the said materials and into the prices at which same is sold or held for sale and the causes of such prices.

(b) To advise the Minister of Customs as to the fair and reasonable prices to be fixed for such materials in Canada.

(c) To report to the Minister of Customs from time to time in respect of the matters in his charge.

(d) To enforce all orders and regulations made by the Minister of Customs under this Order in Council.

6. For all the purposes of this Order in Council, the Supervisor of Metal and Fibre shall have the powers of a commissioner appointed under the provisions of part one of the Inquiries Act.

7. The salary of the said supervisor shall be such as may from time to time be prescribed by the Governor in Council.

8. Any person who contravenes or fails to observe any of the provisions of this Order in Council, or any regulation or order made thereunder, shall be guilty of an indictable offence, and liable upon indictment to a fine not exceeding \$5,000 or to imprisonment for any term not exceeding three years, or to both fine and imprisonment as specified; and any director or officer of any company or corporation who assents to or acquiesces in the contravention or non-observance by such company or corporation of any of the provisions of these regulations shall be guilty personally and cumulatively with his company or corporation, and with his co-directors or associate officers.

DEALING IN "CANNED VEGETABLES" PROHIBITED.

Whereas the Food Controller for Canada submits that he is advised that the canners of the Dominion of Canada are not able to supply the demand for canned vegetables for the coming season; that there will be a great supply of fresh vegetables on the market and that an embargo upon the use of canned vegetables would work no hardship on the consumer while green and fresh vegetables are available and would stimulate the consumption of fresh vegetables, making a market for same, and also conserving the supply of canned goods for later use;

Therefore His Excellency the Governor General in Council under and in virtue of the provisions of the War Measures Act, 1914, is pleased to make the following regulations and the same are hereby made and enacted accordingly:—

1. On and after the twenty-fourth day of August, 1917, and until further notice, except as hereinafter provided, the sale and purchase of peas, beans, tomatoes, beets, celery, corn, spinach, rhubarb and pumpkins, preserved in cans, glass jars or any other container, commonly known as "canned vegetables" is prohibited.

2. The above regulations shall not apply:—

- (a) when such vegetables are sold by the manufacturer to the wholesaler, jobber or retailer; or by the wholesaler or jobber to the retailer; or
- (b) when such vegetables are to be consumed in lumber camps, mining camps, construction camps, and dining cars, provided that they will be consumed within said lumber camps, mining camps, construction camps, and dining cars and not resold;
- (c) when such vegetables form a part of the contents of a can, glass jar, bottle or other container, and are sold as soups, catsup or pickles.

3. It is provided, however, that the Food Controller for Canada may issue licenses permitting the sale and consumption of said "canned vegetables" in such cases as he deems necessary or expedient.

TARIFF CHANGES AND INTERPRETATIONS.

New Zealand.

PREFERENTIAL SURTAXES ON TEXTILES AND CLOTHING.

(Board of Trade Journal.)

The Board of Trade are in receipt of telegraphic information from His Majesty's Trade Commissioner for New Zealand (Mr. R. W. Dalton) to the effect that preferential surtaxes have been imposed in the New Zealand Tariff, as follows:—

Tariff Numbers	78 - 87—10	per cent	ad valorem.
"	"	88 - 93—12½	"
"	"	94 & 95—20	"

The following are the headings of the tariff referred to:—

Goods subject to 20 per cent ad valorem:—

78. All articles n.o.e., made of textile, felt, or other piece-goods, or of any combination of the same, wholly or partly made up or manufactured, and not being apparel or clothing either wholly or partly made up.

79. Drapery, n.o.e.
80. Flags.
81. Haberdashery, n.o.e.
82. Lace and laces, n.o.e.
83. Ribbons and crape, all kinds.
84. Rugs, woollen, cotton, opossum, or other.
85. Textile piece-goods, n.o.e., including silks, satins, velvets, plushes, n.o.e., composed of pure silk, or of silk mixed with any other material, in the piece, and including also imitation silks composed of any material or substance whatsoever.
86. Umbrellas, parasols, and sunshades.
87. Yarns, n.o.e.

Goods subject to 25 per cent ad valorem.

88. Apparel, and ready-made clothing, n.o.e.
89. Feathers, ornamental (including ostrich); artificial flowers, leaves, and sprays.
90. Furs, and fur trimmings.
91. Hats of all kinds (including straw hats), also caps.
92. Hosiery, n.o.e.
93. Millinery of all kinds, including trimmed hats, caps, and bonnets.

Goods subject to 40 per cent ad valorem.

94. Apparel made to the order, or measurement, of residents in New Zealand, and intended for the individual use of such residents, whether imported by the residents themselves or otherwise.
95. Apparel, viz.: Volunteer clothing made to measurements sent from New Zealand.

It will be seen that no change is made in regard to the rates leviable on British goods coming under the tariff headings in question, but foreign goods (not being entitled to preferential treatment) will be liable to pay the extra charges detailed above. (D.C.I. 39,883.)

[NOTE.—The above rates do not include the primage duty of one per cent ad valorem, levied on the above goods imported into New Zealand at the present time.]

NOTES ON FOREIGN TRADE.

The Export of Codfish from Japan.

Mr. E. F. Crowe, Acting Canadian Trade Commissioner, Yokohama, sends the following article on the export of codfish from Japan, translated from the *Chugai Shogyo*, a Japanese newspaper:—

“Since the outbreak of the European war, there has been a great increase in the export of codfish from Japan to America, both North and South, and also to the islands in the South Pacific. During the years prior to the war the Department of Agriculture and Commerce made efforts to develop this business and did not anticipate perhaps that success would arrive so soon.

“According to Mr. M. Murata, President of the Japan Fisheries Company, the demand for codfish in Europe and America prior to the war was supplied wholly from the neighbouring seas of Norway and the vicinity of Newfoundland, which were then the two most important codfish markets of the world. Since then Japan has come

to share in these orders, and it is now recognized that the Japanese fish is better than the foreign product, both as regards its preparation and taste. As the result, big orders have readily followed each other from the United States and the South Pacific.

"Big fish are preferred for exporting purposes, and those caught in the waters off Horomushiro, in the northern end of the Kurile islands is considered the best.

"The fish are caught by angling and during the season one man can catch as many as 250 to 300 per day. The total catch during the summer season is from 1,500,000 to 2,000,000 fish. The average price in 1916 was 30 to 40 sen per kwamme, but this year it will be more. Codfish cake formerly ruled at about yen 800 per 100 koku, but is now as much as yen 1,600. For exporting the fish are salted, dried or tinned. Tinned is in greatest demand followed by salted. American salt is used as Japanese salt does not meet the American taste."

Mr. Crowe says: "The opinion of a local firm who know this business was asked as to the correctness of the statements made in this article. They think it is correct as far as it goes. Immense quantities of the fish abound in the regions of the Kurile islands and Okotsk sea.

"A certain Japanese fishing company received permission from the Monopoly Bureau for the importation of American salt for curing their catch this season, owing to adverse reports of their last season's catch, which they had exported to America. They are so far the only people who have had this permission and codfish salted with the local product is not suitable for export."

1 yen = 100 sen = 50 cents gold.

Koku = 4.96 bushels; kwamme (Kwan) 6—8.26 pounds.

Future of the Hide Trade in India.

(Consul General Robert P. Skinner, London, England, U. S. Commerce Report.)

In the course of a memorandum submitted by the Government of India in connection with representations on proposed changes in trade policy after the war the following occurs:—

Before the war Germany held a predominant position in the cow-hide trade from Calcutta, and Italy, Austria-Hungary, and Spain were the next largest customers. But whereas the hides taken by Germany and Austria averaged about 9½ pounds in weight those taken by Italy and Spain were from 5½ to 6 pounds. Since the outbreak of war and the elimination of the German and Austrian business the most notable movements of the trade have been (a) the increase in the Italian trade and the rise in average weights taken by that country from 5½ pounds to 7½ pounds, and (b) the growth of the American trade, which has taken hides averaging 11½ pounds. The United Kingdom has increased its takings (average about 12 pounds net), but the trade is still (1915-16) only 6 per cent of the total. Spanish purchases have fallen off, but the weights taken remain about the same. It is believed to have been the case that the heaviest classes of hides bought by Germany were used exclusively for the Scandinavian market.

Approximately the same differences in destination in accordance with proportionate differences in weight are observable in the exports from Sind and from Burma, with this distinction that all Burma hides average heavier than those from Bengal and Sind. This is possibly due to the adoption of different methods of treatment and preservation. Germany has never had a preponderant interest in buffalo-hide exports. Austria and the United States were the chief buyers from Bengal—average weights in both cases about 19 or 20 pounds. Since the war no other country has attempted to absorb what was formerly taken by Austria, and the falling off in the totals is approximately equal to the quantities formerly taken by enemy countries. Burmese buffalo hides went mainly to the United Kingdom and Turkey—average 40 to 60 pounds in both cases. Calfskins have always gone to much the same destination as the light-weight hides.

SOURCES AND DESTINATIONS.

Tanned hides (i.e., partially tanned hides as distinct from finished leather) have always gone almost entirely to the United Kingdom. Exports have been confined practically to Madras and Bombay. These remarks apply both to cow and buffalo hides, though Bombay used to send a few tanned buffs to Egypt and Turkey.

The trade in raw goatskins has hardly been touched by Germany. Four-fifths of the exports have always gone to America, largely, it is believed, on account of America's specialization in the manufacture of glacé kid. The United Kingdom has been the second best customer, its trade being chiefly with Bombay. Sheepskins have sought the same destinations. The United States has, on the whole, taken rather lighter weights than the United Kingdom. Tanned goatskins go almost entirely and sheepskins also go in considerable quantities to the United States and Japan.

For several years before the war the trade in raw hides had passed almost entirely into German hands. The possibility of breaking this monopoly would seem to involve the consideration of the subject from three points of view: (a) The possibility of eliminating hostile influence in the raw-hide trade in India. (b) The possibility of diverting the trade in raw hides to the United Kingdom or British possessions without loss to the Indian output. (c) The possibility of stimulating the tanning industry in India. The third question is obviously one of the greatest importance from the industrial point of view. It may be noted here that a tanning expert has recently been brought out from England and is investigating the possibility of producing improved tanning agents from local forest products.

SUGGESTIONS OF BRITISH FIRMS.

The first two questions are bound up partly with the policy to be adopted in connection with hostile or alien firms and partly with the tariff. Inquiries have been made from English interests through the Director General of Commercial Intelligence, and from the correspondence forwarded by the Board of Trade it would appear that there is no reason to suppose that the British tanner is not thoroughly expert in this business and can not turn out finished products fully equal to those of the German tanner. The majority of the firms consulted are of opinion that a large business could be done with the United Kingdom after the war, if the raw hides could be obtained. The following specific suggestions have also been put forward by certain British firms:—

(1) That the export of raw hides should only be allowed to such British firms as are free from the control of any ring and would sell the hides by public auction. (2) That the Indian carrying trade should be reserved for British vessels, an export duty being imposed on shipments to enemy countries. (3) That, should it not be found possible to divert the raw-hide trade wholly from German firms, it might be possible to give such encouragement to Indian firms dealing in raw produce as to enable them to enlarge their sphere of operations and to endeavour to trade direct with English and American firms. (4) That it would be desirable to induce some of the more important British firms to send agents to this country to purchase hides here on behalf of their principals. The agent would have his headquarters in an Indian office and carry on business there. He would know exactly what his principals require and would at the same time learn the details of Indian business methods from the firm to which he was accredited, while the producers in this country would be gradually educated in the requirements of the United Kingdom market. (5) That an association should be formed consisting of Indian firms interested in the export of raw hides, and that the association should be relied upon to exclude German influence and to maintain direct relations with the principal interests in England centered in the Leather Trade Association.

OFFICIAL EXPORT RETURNS.

In connection with this discussion of India's trade in hides and skins, the export returns for the last half-decade should be of interest. The official figures of India's shipments of raw hides and skins during the five calendar years 1912-16 follow (the quantities being expressed in hundredweights of 112 pounds):—

Raw hides and skins. Hides.	1912. Cwt.	1913. Cwt.	1914. Cwt.	1915. Cwt.	1916. Cwt.
Buffalo..	222,170	341,040	271,465	164,721	204,163
Cow..	542,067	766,642	598,897	633,072	628,838
Calf..	21,239	22,976	27,012	21,186	54,897
Other..	348,097	1,690	411	255	330
Total, raw hides . . .	1,133,573	1,132,348	897,785	819,234	888,228
To United States.. . .	192,506	147,957	176,945	239,450	471,161
Austria-Hungary . . .	184,077	211,213	169,724	.....	—
Belgium..	16,700	21,192	14,747	.....	—
France..	19,615	25,638	11,404	20,758	30,614
Germany..	355,494	408,737	282,319	.....	—
Italy..	129,406	107,494	82,926	322,883	197,336
Netherlands.. . . .	30,366	51,673	15,301	.....	—
Spain..	65,539	55,919	43,447	48,741	37,338
Turkey in Asia.. . . .	18,806	25,588	16,950	.....	—
United Kingdom . . .	85,866	52,507	68,268	135,777	119,677
Other countries.. . . .	35,198	24,430	15,754	51,625	32,102
Skins.					
Goat..	517,513	468,195	418,807	379,262	481,234
Other..	43,553	35,485	23,842	27,443	49,383
Total, raw skins.. . .	561,066	503,680	442,649	406,705	530,617
To United States.. . .	421,356	375,299	346,172	347,413	480,259
France..	33,790	25,907	15,957	6,762	14,199
Germany..	13,623	13,970	10,156	.....	—
Netherlands.. . . .	20,132	22,357	22,527	.....	—
United Kingdom.. . . .	51,022	53,216	32,689	47,135	27,989
Other countries.. . . .	21,143	12,931	15,148	5,395	8,170
Cuttings of hides and skins, raw.	19,355	32,871	26,156	14,561	10,742
Grand total, raw hides and skins.. . . .	1,713,994	1,668,899	1,366,590	1,240,500	1,429,587
Grand total value.. . .	\$35,779,945	\$37,291,620	\$32,760,930	\$27,736,770	\$40,326,825

As the foregoing tabulation shows, India's exports of raw hides and skins increased in quantity during 1916 by 15 per cent, but their gain in value amounted to 45 per cent.

TANNED OR DRESSED HIDES AND SKINS.

While exports of tanned or dressed hides were smaller in 1916 than in the preceding twelvemonth, the gain in skins was sufficient to offset this decline, and the year's total shipments made a net gain of 11,000 hundredweight. Grouped by classes and destinations, India's exports of tanned or dressed hides and skins during the last five years were:—

Tanned or dressed hides and skins. Hides.	1912. Cwt.	1913. Cwt.	1914. Cwt.	1915. Cwt.	1916. Cwt.
Buffalo..	12,046	15,774	23,354	22,035	30,432
Cow..	159,551	178,679	164,155	250,431	*197,815
Other..	56,946	310	193	238	3,459
Total, tanned or dressed hides	228,543	194,763	187,702	272,704	*231,706
To United Kingdom	224,614	190,335	183,974	271,514	230,310
Other countries.. . . .	3,929	4,428	3,728	1,190	1,396
Skins.					
Goat..	63,491	69,789	67,762	60,003	93,633
Sheep..	60,330	54,620	45,321	47,353	64,137
Other..	7,693	7,212	8,967	8,475	10,303
Total, tanned or dressed skins..	131,514	131,621	122,050	115,831	168,073
To United States.. . . .	16,113	15,786	15,498	23,350	54,839
Germany..	2,260	1,870	1,289	.....	—
Japan..	9,421	7,858	6,871	8,513	7,335
Straits Settlements.. . .	2,584	1,860	1,708	1,529	1,803
United Kingdom	100,644	103,474	96,037	81,791	102,974
Other countries	492	773	647	648	1,122
Grand total, tanned or dressed hides and skins..	360,057	326,384	309,752	388,535	*399,779
Grand total value.. . .	\$14,805,185	\$14,237,680	\$14,448,480	\$17,150,856	\$23,697,450

* Exclusive of 78,117 hundredweight of cow hides exported on Government account.

The 3 per cent increase in the quantity of tanned or dressed hides and skins exported by India last year was accompanied by a 38 per cent rise in value.

Excellent Market for Shoes in New Zealand.

(Special Agent C. E. Bosworth, United States Commerce Reports.)

English boots and shoes and shoemaking materials have shown a tendency since 1903 to crowd similar American products out of the New Zealand market, not so much because their superiority and price attractiveness excelled the American products but because the preferential tariff tended to frighten American wholesalers out of the market and made local dealers hesitate to invest in large stocks of goods carried under the higher tariff. It is certain that if American manufacturers had put more sales energy back of their products, they could have held a large portion of this market.

The war, however, has again opened this market to American manufacturers of shoes and shoemaking supplies and made it even more attractive to tanners. Supplies of these goods arriving from England fall far short of filling the demand and, naturally, no more goods of the kind are being imported from Germany. Shoes made over American lasts on medium high, round toes are most desired. All kinds of shoe-making materials are in demand, and glazed kid and patent leathers can be sold here in attractive quantities.

American manufacturers of these products should make special effort to re-establish American goods in New Zealand under these favourable conditions, for what is done with this market now will determine what can be done with it after the war is finished.

Ironmongery Goods for South America.

(London Times Trade Supplement.)

Our Buenos Aires correspondent writes that there ought to be, apart from the inevitable restriction of output during war, a much larger sale there of British manufactured files. The American file is sweeping the market because it is light, and because it is cheap. There is no special advantage in the lightness except in so far as this affects the price. If for the price of two heavy English files you can buy three light American ones, the American article will get the preference; and this point applies to a great many ironmongery articles, and arises from a consideration of the special nature of the country. In England a worn file can be recut and reissued as good as new. If the recutting or refacing cannot be done in the works itself the file can be returned to the maker or to a turning works, and can be resold after treatment as a recut file. In the Argentine and in Brazil, on the other hand, a large proportion of the consumption is in the interior districts, where labour is unskilled, rough and ready, and where there are few facilities for machining worn tools. Hence it comes that a file or a saw or a chisel, so soon as it becomes worn, is scraped and a new one issued, with the natural result that the cheaper article, so long as it is moderately efficient, is preferred to the more expensive one, which in the inexperienced hands of the Italian and Spanish labourer proves almost as short-lived as the cheaper variety. The most satisfactory form of packing is the arrangement of two or three files attached to a cardboard backing, or in a cheap light cardboard box. In any case, the points should be protected; a loose paper wrapping is ineffective.

Conversion to Standard Gauge of Japanese Government Railways and Rolling Stock.

(Board of Trade Journal.)

The British Commercial Attaché at Yokohama (Mr. E. F. Crowe, C.M.G.), writes, under date May 18, that the Imperial Government Railways of Japan have been experimenting in the reconstruction of existing narrow-gauge railway engines to fit the standard-gauge track, and several have already been reconstructed. Trial runs made in the vicinity of Hamamatsu are stated to have proved satisfactory. recently reconstructed engines were sent to Yokohama, where they will be tried on a standard-gauge railway. If the trial at Yokohama confirms the first success of the engines, the Imperial Railways Administration will ask the Diet to sanction a certain special expenditure for the purpose of adapting existing rolling stock to run on tracks which are to be widened to 4 feet 8½ inches.

The conversion to standard gauge of Japanese Government railways has been under consideration by the Japanese Government for some years.

Market in Singapore for Crude-oil Engines.

(Consul General Edwin N. Gunsaulus, Singapore, Straits Settlements, United States Commerce Reports.)

Inquiry elicits the fact that there is apparently a good demand in the Singapore market for crude-oil engines of about ten horsepower for operating rubber mangles. An agency representing American manufactures of this kind, with facilities for a proper demonstration of their merits, would undoubtedly do a profitable business in this district, where rubber production is of great magnitude and is rapidly increasing in volume.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending September 21, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	332,703	224,359	40,918		597,980
Consolidated Elevator Co.	280,336	123,512	11,737	29,971	445,556
Empire Elevator Co.	193,366	184,574	8,049	41,397	427,386
Ogilvie Flour Mills Co.	226,579	57,883	21,024		305,486
Western Terminal Elevator Co.	231,427	98,681	4,588	29,756	364,452
G.T. Pacific	217,464	334,122	13,221	15,293	585,100
Grain Growers' Grain Co.	268,595	361,016	13,346		642,957
Fort William Elevator Co.	39,965	44,424	15,493	6,512	106,784
Eastern Terminal Elevator Co.	40,529	106,725	4,068		151,322
Port Arthur—					
Port Arthur Elevator Co.	633,521	514,477	118,534	47,890	1,314,422
D. Horn & Co.	40,790	88,435	10,378	25,478	165,081
Dominion Government Elevator	423,170	629,808	23,302	61,403	1,137,681
Thunder Bay Elevator	148,762	95,856	7,441	18,266	270,325
Total Terminal Elevators	3,077,197	2,863,872	297,099	276,366	6,514,534
Saskatoon Dom. Govt. Elevator	27,648	52,354			80,002
Moosejaw Dom. Govt. Elevator	153,258	39,588	660	70	193,586
Calgary Dom. Govt. Elevator	3,617	22,753	109	516	26,995
Vancouver Dom. Govt. Elevator					
Total Interior Terminal Elevators	184,533	114,695	769	586	300,583
Depot Harbour					
Midland—					
Aberdeen Elevator Co.	49,713				49,713
Midland Elevator Co.		69,200			69,200
Tiffin, G.T.P.	1,000	1,530			2,530
Port McNicol	442,885	38,676			481,561
Collingwood					
Goderich Elevator and Transit Co.	184,410	59,285		11,576	255,271
Western Canada Flour Mills Co., Ltd.	114,296	18,194			132,490
Kingston—					
Montreal Transportation Co.	3,937				3,937
Commercial Elevator Co.					
Port Colborne	65,628				65,628
Prescott					
Montreal—					
Harbour Commissioners No. 1	147,076	210,051			357,127
" " No. 2	386,756	268,990	2,567		658,313
Montreal Warehousing Co.	487,897	347,531			835,428
Quebec Harbour Commissioners	1,855	23,300			25,155
West St. John, N.B.	143,933	9,706	1,656		155,295
Halifax, N.S.	132,833				132,833
Total Public Elevators	2,162,219	1,046,463	4,223	11,576	3,224,481
Total quantity in store	5,423,949	4,025,030	302,091	288,528	10,039,598

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended September 21, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—				
No. 1 Hard	292,839	.....	15,095	307,934
No. 1 Northern	1,999,195	24,428	356,620	2,380,243
No. 2 "	139,513	57,027	442,259	638,799
No. 3 "	102,168	52,705	355,959	510,832
No. 4 Wheat	112,486	3,709	271,367	387,562
No. 5 "	9,575	1,965	150,869	162,409
No. 6 "	16,786	838	53,348	70,972
Other	404,635	43,861	516,702	965,198
Totals	3,077,197	184,533	2,162,219	5,423,949
Oats—				
No. 1 C. W.	13,172	.....	.....	13,172
No. 2 "	1,296,195	35,841	183,788	1,515,824
No. 3 "	359,967	.....	191,837	551,806
Ex. No. 1 Feed....	618,885	7,614	101,444	727,943
No. 1 Feed	161,927	260	125,364	287,551
No. 2 "	189,369	428	8,085	197,882
Other	224,356	70,552	435,945	730,852
Totals	2,863,872	114,695	1,046,463	4,025,030
Barley—				
No. 3 extra C. W.	1,931	.....	.....	1,931
No. 3 C. W.	97,113	107	.....	97,220
No. 4 "	100,654	2	.....	100,656
Feed	49,517	.....	.....	49,517
Rejected	12,106	.....	2,567	14,673
Other	35,778	660	1,656	38,094
Totals	297,099	769	4,223	362,091
Flax—				
No. 1 Northwestern Canada	166,032	342	11,576	177,950
No. 2 C. W.	56,853	162	.....	57,015
No. 3 "	10,232	12	.....	10,244
Rejected	43,249	.....	.....	43,249
Other .....	.....	70	.....	70
Totals	276,366	586	11,576	288,528
Corn				
Total quantity in store	6,514,534	300,583	3,224,481	10,039,598

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators, and Public Elevators in the East, on September 21, 1917, with comparisons for three years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>September 21, 1917.</i>			
Terminal Elevators.....	3,077,197	3,437,337	6,514,534
Interior Terminals.....	184,533	116,050	300,583
Public Elevators in the East.....	2,162,219	1,062,262	3,224,481
Total.....	5,423,949	4,615,649	10,039,598
<i>September 22, 1916.</i>			
Terminal Elevators.....	3,731,270	3,936,114	7,667,384
Interior Terminals.....	281,845	71,174	353,019
Public Elevators in the East.....	5,715,596	8,951,794	14,667,390
Total.....	9,728,711	12,959,082	22,687,793
<i>September 24, 1915.</i>			
Terminal Elevators.....	4,181,642	1,375,153	5,556,795
Interior Terminals.....	41,758	1,216	42,974
Public Elevators in the East.....	670,779	337,635	1,008,414
Total.....	4,894,179	1,714,004	6,608,183
<i>September 24, 1914.</i>			
Terminal Elevators.....	14,347,902	4,066,368	18,414,270
Public Elevators in the East.....	2,798,769	559,379	3,358,148
Total.....	17,146,671	4,625,747	21,772,418

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1330. **Food products, grocery and drug lines.**—A firm in Durban, South Africa, who are regular buyers of a number of food products, grocery and drug lines—details of which are on file at the Department of Trade and Commerce (refer file 17110)—would be glad to receive offers f.o.b. Montreal or St. John, from Canadian manufacturers, or might be prepared to arrange with reliable Canadian export house to purchase their supplies on commission.

1331. **Agricultural produce.**—A Manchester firm of produce importers wishes to get into touch with Canadian shippers of agricultural produce and raw materials of every kind.

1332. **Franco-Canadian trade after the war.**—A French merchant offering Canadian references, now on military service, wishes to correspond with Canadian manufacturers and produce exporters in connection with Franco-Canadian trade after the war.

1333. **Cod and mackerel roes.**—A London firm asks for names of Canadian packers of cod and mackerel roes to be used as bait in the French sardine fishery.

1334. **Wood-pulp.**—A London firm wishes to get into touch with Canadian manufacturers of wood-pulp for shipment to France.

1335. **Tobacco.**—A firm in the English Midlands reports a good market in Great Britain for Canadian cigars and other unmanufactured tobacco; also for tobacco seed cuttings; and would like to hear from shippers.

1336. **Printing paper.**—A London firm asks for names of Canadian manufacturers of printing paper. Sample will be furnished on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1337. **Barrels.**—An American firm wishes to secure supplies of barrels in Canada to be used in forwarding large stocks of cement and other building materials to the Allied Governments in Europe.

1338. **Silver spruce and Douglas pine.**—An Italian firm wishes to secure in Canada supplies of clear silver spruce and clear Douglas pine for the manufacture of aeroplanes for the Italian Government. Great quantities of these timbers are required for this purpose.

1339. **Machines.**—A manufacturer in Barcelona, Spain, wishes to secure Canadian machines for making fasteners, safety pins, sewing thimbles, dressmakers' hooks, etc., etc. He asks for catalogues and price lists and particularly the length of time that would be required to deliver the machines.

1340. **Elm, oak and cottonwood barrel staves.**—A Liverpool firm of cooperage importers wishes to extend their present Canadian connection in the above for business after the war.

1341. **Birch dowels.**—A Liverpool firm makes inquiry concerning the above for after-the-war business.

1342. **Maple syrup.**—A Liverpool firm, importers of American maple syrup, wishes to get into touch with Canadian sources of supply.

1343. **Maple syrup.**—A Liverpool firm are interested in receiving offers of the above.

1344. **Maple syrup.**—A Liverpool firm wishes to get into communication with Canadian exporters of the above.

1345. **Canned chicken.**—A Liverpool firm would like to get into communication with exporters of the above.

1346. **Agencies in Belgium and the North of France.**—A Belgian refugee in England who was established in business from 1888 until the opening of the war, wishes to arrange for Canadian agencies in Belgium and the North of France for firms exporting wheat, barley, oats, rye, peas, beans, buckwheat, flaxseed, linseed oil, fish oil, cod oil, seal oil, corn oil, oilcakes, oil meal, agricultural produce generally speaking, flour and lumber.

1347. **Apples.**—A Havana firm who are large dealers in apples would like to buy lots of four or five thousand barrels of apples of the King variety from Canada.

1348. **Wooden tea trays.**—Two British firms wish to import wooden tea trays made in Canada similar to trays formerly imported from Germany and Austria. See page 761 for illustration.

INQUIRIES RECEIVED BY THE BRITISH TRADE COMMISSIONER IN CANADA.

By a reciprocal arrangement between the British Board of Trade and the Canadian Department of Trade and Commerce, the *Weekly Bulletin* will publish regularly inquiries received from British export houses which wish to open connections in Canada. The addresses and other information regarding these inquiries can be obtained by writing to the British Trade Commissioner in Canada, 363 Beaver Hall Square, Montreal, referring to B.T.E. reference numbers given below:—

Salted and dried yolks.—A Glasgow (Scotland) firm of drysalter and merchants has a quantity of salted yolks and dried yolks in stock, and would like to hear from likely buyers in Canada. (B.T.E. Reference No. 2862.)

Services required for a Canadian gentleman familiar with the timber and pulp trade.—A London (England) firm of brokers and importers (members of the “Baltic” and the “Corn Exchange”) desires to engage the services of a Canadian gentleman familiar with the timber and pulp trade, with a view to his proceeding to London to take charge of the timber and pulp department of their business. (B.T.E. Reference No. 2516.)

Carpets and hearth rugs.—An English firm manufacturing carpets and rugs, desires to hear from Canadian buyers of these goods. (B.T.E. Reference No. 2856.)

Fancy leather goods.—An English firm of manufacturers (in the Midlands) desires to appoint agents in Canada for the sale of fancy leather goods. (B.T.E. Reference No. 1868.)

Disinfectants, sulphur candles, etc.—A London (England) firm of manufacturers desires to appoint agents in Canada for the sale of its products. (B.T.E. Reference No. 599-A.)

Laces, veilings, nets, Italian cloth, cashmeres, embroideries, etc.—A Nottingham (England) firm desires to appoint reliable agents for the sale of these goods in the eastern and western provinces (Ontario and Quebec excluded). (B.T.E. Reference No. 650-B.)

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

(*Circulated within Canada only.*)

Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

*Canada Year-Book. (*Price, \$1.00.*)

*Census Returns. (*Price of volumes vary.*)

*Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, Via Carlo Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, plosch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominions, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Montevideo, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

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Commercial Intelligence Journal

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WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, OCTOBER 8, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, October 8, 1917.

No. 715

CANADIAN EXPORT LICENSES FOR MILITARY SUPPLIES AND EQUIPMENT.

PROCEDURE NECESSARY IN APPLYING FOR EXPORT LICENSES FOR MILITARY SUPPLIES AND EQUIPMENT.

(a) All applications should be addressed to the Deputy Minister, Department of Trade and Commerce, Ottawa.

(b) Applicants must attach to their application a duplicate of the original order, or if not a duplicate order a copy of it must be forwarded accompanied by a sworn affidavit declaring it to be a true copy of the original order.

(c) An affidavit must be furnished with the application from the consignee that the materials will be used exclusively by the United States Army, United States Navy or the American Red Cross, as the case may be, or by any other Allied Government. This will not be necessary if the consignee be definitely indicated as an official of any Allied Government.

(d) In cases of orders pending, it is suggested that such orders be taken and contracts entered into subject to an export license being granted by the Canadian Government.

(e) In the case of piece-goods, a sample of the material should accompany the application.

Department of Trade and Commerce,
Ottawa, Canada.

APPLICATION FOR EXPORT LICENSES.

Application for export licenses for materials consigned to the United States for the use of the United States Army, United States Navy or the American Red Cross, or to any other Allied country, for Government use.

Name and address of applicant

Name and address of plant or point from which shipment is to be made.....

Commodity desired to be exported.....

Quantity.....

Name and address of consignee.....

Documents or papers attached.....

Remarks

Signature

Address

DETAILS OF UNITED STATES PRIORITY PLAN.

An announcement has been made by the United States Priorities Committee of the War Industries Board of the Council of National Defence in the matter of instructions as to priority in orders and work for all individuals, firms, associations and corporations engaged in the production of iron and steel and in the manufacture of products thereof.

About 25,000 copies of the announcement have been sent to manufacturers in all parts of the United States requesting them hereafter to observe the regulations, giving priority in accordance with certificates to be issued by the committee. The announcement is signed by Judge Robert S. Lovett, chairman, and is approved by the Secretaries of War and Navy.

Under these regulations all orders and work are divided into three classes:—

Class A comprises war work—that is to say, orders and work urgently necessary in carrying on the war, such as arms, ammunition, ships, etc., and the materials required in their manufacture.

Class B comprises orders and work which, while not primarily designed for the prosecution of the war, yet are of public interest and essential to the national welfare, or otherwise of exceptional importance.

Class C comprises all orders and work not embraced in Class A or Class B.

All orders henceforth will be classed as Class C, unless covered by certificates of the Priorities Committee. No certificates will be issued for Class C orders.

Orders and work in Class A will take precedence over those in Class B, and both these classes will be given priority over Class C, irrespective of the date orders were received. Class A and Class B will, in turn, be separated into subdivisions to be designated as Class A1, A2, A3, A4, etc., and Class B1, B2, B3, B4, each composed of orders within the class which are regarded respectively as of greater moment and to be given precedence in accordance with the serial number. All materials required in the manufacture of an article or in the prosecution of any work will be entitled to take the class of such article or work unless otherwise specified.

BASIS OF NEW CERTIFICATES.

For the administration of the regulations, certificates will be issued by the Priorities Committee upon application, specifying the classification of the order of work. Certificates of a subsidiary nature will be issued upon request for the furnishing of material and articles required in manufacturing the article or prosecuting the work ordered. War orders of the Allies as well as of the United States will be placed in Class A, in the case of those already contracted for. All orders placed prior to the date of the circular by the War and Navy Departments or the Emergency Fleet Corporation of the United States will be classed as subdivision A1 of Class A, unless otherwise ordered. Orders already placed by the Allies for war materials will be classed as subdivision A2 of Class A, unless otherwise ordered.

Applications for Class A certificates will be made to the committee by the contracting office or agency of the United States, or in the case of Allies, by their authorized agents. Applications for subsidiary certificates covering materials, articles or work required in the manufacture of Class A products will be made by the contractor to whom the principal Class A certificate has been addressed.

Applications for Class B certificates will be made to the committee by the individual, firm or corporation for the expedition of whose contract the priority order is desired; while subsidiary certificates for materials, as in the case of Class A certificates, will be applied for by the contractor to whom the principal Class B certificate has been addressed.

RUSSIA IN ASIA.

REPORT OF TRADE COMMISSIONER.

(Mr. L. D. Wilgress.)

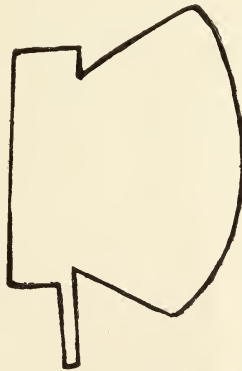
OMSK, SIBERIA, August 10, 1917.

SIBERIAN TRADE REQUIREMENTS IN AXES AND SKATES.

Axes.

The axe is an implement that is in great demand in Siberia and is used for a variety of purposes. Most of the dwelling houses in the towns and villages are of log construction. The axe is therefore a most essential part of the house builder's tool equipment. A great many axes are also used in connection with the exploitation of the forest wealth of Siberia and the cutting down of timber for fuel purposes. The peasants have the right to cut such wood as they require from the forests adjoining their villages. The type of axe required is therefore one which is suitable for a variety of purposes and in this respect the North American axe is said to be preferable to the Russian model. The cheaper class of axes sold in Siberia have for the most part been manufactured in European Russia. Axes of the better class were obtained before the war from Germany, Great Britain and the United States. Dealers are of the opinion that there should be an opportunity for Canada to supply what are known locally as "carpenters' axes." These axes are in great demand, being adapted for a variety of uses. A firm in Omsk which formerly distributed about 5,000 axes a year stated that they sold axes of this type before the war for from 65 copecks to 1 rouble each retail. At the present time stocks are practically depleted and high prices are being paid. Axe heads of the above type average in weight from 180 to 288 pounds a hundred.

Generally speaking, it would appear that there are no special requirements with regard to the axes in demand in Siberia. The axe which has hitherto had the largest sale in this market has a broad blade similar to that shown in the accompanying cut. The principal requirement, however, is that the axe should be suitable for the variety of purposes for which these implements are used in Siberia. There should be an



Rough sketch showing shape of axe head
popular in Siberia.

opening for Canadian axes fulfilling these requirements and not too dear in price. Manufacturers interested may obtain the names of Siberian importers of axe heads on application to the Department of Trade and Commerce, Ottawa. (Refer file No. 7251.)

Skates.

The type of skate having the largest sale in Siberia is an ordinary clamp skate of a very cheap quality. The skate is fitted on to the boot by inserting a raised plug into a slot especially fixed into the heel of the boot for this purpose. The toe of the skate is then secured by screwing up the toe clamps with a key, also especially provided. A great number of these skates were formerly obtained each year from Germany. The retail price at which such skates were sold before the war was approximately 1 rouble for a plain pair or roubles 1.25 for a nickel-plated pair.

The leading distributors of skates in Omsk were interviewed as to the openings for the sale of Canadian-made skates of the better class. It would appear that the demand for higher grade skates in Siberia is very limited. The head office of a firm distributing skates throughout the Volga provinces and Western Siberia formerly used to order approximately 200,000 pairs of skates a year from German manufacturers of a type similar to that described above. They also kept a better class skate in stock, which they sold retail for roubles 5 a pair, but the sale of these was very limited. The trade in such skates was practically confined to the members of sporting organizations, which have been formed in the larger provincial towns. Similarly with regard to the higher grade skates, which were not clamped, but are either screwed or riveted on the boots, the sale was still more limited, amounting to only a few pairs a year. Another firm, distributing cheap skates of the type referred to above, stated that they once obtained a shipment of better class skates which they had great difficulty in disposing of in this market. Samples of the kind of skates most in demand in Russia may be seen at the Department of Trade and Commerce, Ottawa, while the names of firms importing skates into Siberia may also be obtained by interested Canadian manufacturers on application. (Refer file No. 17251.)

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(Mr. Norman D. Johnston.)

BRISTOL, August 15, 1917.

OFFICIAL MAXIMUM WHOLESALE PRICES.

The following is a list of maximum prices (wholesale) for provisions and the official retail prices for various commodities which have been fixed by the British Food Controller:—

Maximum Importers', Manufacturers', Curers' Prices.

The London and Provincial Produce Exchanges have drawn up the following list of maximum prices to be charged by importers, manufacturers and curers for the fortnight ending August 16, 1917, and have received the Food Controller's direction that in no case should they be exceeded in the United Kingdom:—

Bacon.

	Per 112 Pounds.
Irish (Wiltshire cut), f.o.b.	157s.
“ Spencer's (green)	157s.
“ Gammons (green)	163s.
“ rolled bacon (skin on) ex-factory	176s.
“ “ (skin off)	190s.
North of Ireland dried rolls, f.o.b.	184s.
English (ex-factory green)	163s.
Wet shoulder bellies, ex-factory	174s.
Wet special sides, ex-factory	174s.
Scotch Ayrshire rolled, ex-factory	190s.
Danish, ex-port	157s.
Canadian—	
Wiltshire cut	153s.
Canadian cured American	150s.
Long rib	146s.
Cumberland	144s.
Long hams	142s.
Dutch, ex-port	157s.
American—	
Wiltshire cut	148s.
Cumberland cut	146s.
Bellies	146s.
Long clear	151s.
Short clear backs	142s.
Short rib	146s.
Short clear	146s.
Rib backs	145s.
Long hams	137s.
A/C hams	137s.
Manchester cut hams	135s.
Skinned hams	145s.
Fatless hams	150s.
Stafford cut hams	140s.
Square shoulders	128s.
New York shoulders	114s.
Picnics	110s.
Long rib	134s.
Dublin cut	132s.
(If box weight, terms, 1s. per cwt. less.)	

OFFICIAL MAXIMUM WHOLESALE PRICES.—*Continued**Butter.*

French fresh rolls, ex-port (per doz.)	24s.
	Per 112 Pounds
“ Paris (unsalted)	220s.
Danish, ex-port	nominal.
Dutch, ex-port	157s.
Irish creamery or other best, f.o.b.—	
56-lb. boxes	206s.
28-lb. “ and casks	207s.
Kegs	208s.
Australian, ex-port	206s.
New Zealand, ex-port	208s.
English in bulk, ex-factory	208s.
Canadian, ex-port	206s.
American, ex-port	206s.
(All unsalted, 3s. per cwt. extra.)	

Cheese.

	Per 112 Pounds.
Canadian—Full cream, Government control.	
United States—Imports.	
“ Partially skimmed	118s.
British (ex-factory or farm to include delivery as customary)—	
Cheddar	132s.
Cheddar loaf	132s.
Derby and Leicester	132s.
Caerphilly	119s.
Dunlops	130s.
Cheshire and Lancashire	129s.
Partially skimmed	115s.
Stilton, 1s. 6d. per lb.	
Wensleydale flat shapes	129s.
“ Stilton shapes, 1s. 6d. per lb.	
Dutch—	
Full cream, Edam and Gouda	Nominal.
Factory Edam and Gouda, 30 per cent.	“
“ “ 20 “	“
“ “ less than 20 per cent.	“
New Dutch—	
Made Cheddar style	“
“ Cheshire style	“
Imitation Cheddar half meats	“
“ Cheshire and Lancashire half meats	“

Lard.

Scotch bladders, ex-factory	145s.
Irish bladders (16s.-30s.), f.o.b.	140s.
American, ex-port—	
Palls	117s. 3d.
Boxes	116s.
Tierces	116s.
“ (prime steam)	114s.

Hams.

Irish (Southern), f.o.b.	170s.
North of Ireland, smoked short cut, f.o.b.	186s.
“ “ boneless smoked, ex-factory	190s.

These prices are all subject to the following terms: Cash in seven days, less 2d. in the £ discount, of cash in one month, less 1d. in the £.

OFFICIAL MAXIMUM RETAIL PRICES.

The following are the maximum retail prices fixed by the Food Controller for various products:—

Sugar.

*Preserving	6½d.	Yellow crystals	5¼d.
Cubes	6½d.	West Indian Muscovado	5½d.
Granulated	5¾d.	Raw sugar	5½d.
Crystallised	5¾d.	West Indian syrup sugar	5½d.
Demerara	5¾d.	Pieces	5½d.

* The Royal Commission on the Sugar Supply announce that retailers are entitled to charge at a rate which, except in unfavourable circumstances, should not exceed 6½d. per pound, and must in no case exceed 7d. per pound.

Sweetmeats.

Chocolates, 3d. per oz.

Other sweetmeats, 2d. per oz.

Tea.

Class A.—Teas not to exceed 2s. 4d. per pound retail.

“ B.— “ “ “ 2s. 8d. “ “ *

“ C.— “ “ “ 3s. 0d. “ “ *

“ D.—Fine teas for sale retail without restrictions as to prices.

* Rule 17 of the Tea Control scheme provides that in cases in which expenses of distribution are heavy, Class B teas may be sold at a price not exceeding 3s. per pound, net weight, and Class C teas at “more” than 3s. The Tea Control Committee will decide in which cases some elasticity may be permitted.

Beans and Peas.

	Per Pound.
Large butter beans	8d.
White Haricot beans	6d.
Coloured Haricot beans	5½d.
Blue and green peas (whole or split)	9d.
Large manufactured lentils	8d.
Small manufactured lentils	7d.
Yellow split peas	6d.

The beans, peas and pulse (retail prices) order, dated May 29, provides (*inter alia*) that:—

The maximum price shall include all charges for bags and other packages, and no additional charge may be made therefor.

All such peas, beans and pulse shall be sold by weight only, and shall be used only for human consumption.

Under this order the Ministry of Food issued a “general license” on July 4, which “authorizes until August 15, 1917, sales and purchases by retail at prices exceeding those permitted by the order, of beans, peas and pulse to which such order applies, and which were packed before May 30, 1917, in the package wherein sold, provided that in any proceedings the burden of proving that the article was so packed shall rest upon the seller and that in no case shall the purchaser be concerned therewith.”

No person shall in connection with a sale or proposed sale of any articles to which this order applies enter or offer to enter into any fictitious or unreasonable transaction, or make or propose to make any unreasonable charge.

Maize.

Maize flour	3½d.	Hominy	3½d.
Maize flakes	3½d.	Cerealine	3½d.
Maize semolina	3½d.	Maize meal	3½d.

Oatmeal and Oats.

	In Scotland.	Elsewhere in United Kingdom.
Oatmeal..	4½d.	5d.
Rollod oats..	4½d.	5d.
Flaked oats or other like products of oats..	4½d.	5d.

The maximum price shall include all charges for bags and other packages, and no additional charge may be made therefor.

Cheese.

Government control cheese from the United States, Canada, Australia and New Zealand.. per pound. 1s. 4d.

ESTIMATED WORLD'S WHEAT CROPS.

The following is a preliminary approximate estimate of this year's (1917-18) wheat crops taken from the weekly review of H. N. Bathgate & Co. They point out that circumstances make it more than ever difficult to arrive at a satisfactory degree of accuracy in regard to many of the countries named and this estimate is therefore only approximate:—

	Quarters.
United States (August official)	81,500,000
Canada	23,000,000
India (April-May, 1917)	8,000,000
India (April-May, 1917)	47,000,000
Russian Empire (say)	75,000,000
United Kingdom	8,000,000
France	34,000,000
Austria-Hungary and Dependencies	18,000,000
Italy	17,500,000
Germany	14,000,000
Roumania (?)	8,000,000
Balkan States	—
Spain and Portugal	18,000,000
Other European countries	3,000,000
North Africa and sundries	5,000,000
	352,000,000
Mid-season crops—	
Australasia	12,000,000
Argentina and Uruguay	21,000,000
Chile	1,500,000
	34,500,000
	386,500,000

ARGENTINA.

REPORT OF ACTING TRADE COMMISSIONER.

(Mr. B. S. Webb.)

BUENOS AIRES, August 10, 1917.

DIRECT REPRESENTATION VERSUS EXPORT COMMISSION HOUSES FOR TRADING WITH ARGENTINA

Direct Representation.

In previous reports attention has been drawn to the desirability of manufacturers sending out a representative, whenever possible, to investigate or open up business. One of the largest British importing firms in Buenos Aires is more positive in its views of the subject, and in reply to a letter addressed to them regarding representation, stated that they do not believe that satisfactory trade relations can be established between this country and Canada unless our manufacturers send representatives here.

This firm represents some of the largest British industrial interests in Argentina, and must have had a very wide experience. The text of the letter referred to is as follows:—

“We are not at present in a position to take up representations for Canadian manufacturers as we are fully taken up with representations of British firms. We would, however, be pleased to place orders for general merchandise in Canada if terms were suitable.

“Some years ago we informed Mr. Pousette that we would be prepared to import wheelbarrows from Canada in preference to importing them from the United States if they were in a position to compete. Mr. Pousette promised to put us into communication with the manufacturers of Canadian wheelbarrows, the only result being that from one manufacturing firm we received an unpriced catalogue and from another firm a letter inquiring what price we would be prepared to pay for wheelbarrows and not making us a specific offer. Naturally there was no result.

“About a year and a half ago an American commercial traveller representing a United States company and who also held the agency for a Toronto company, visited us, with the result that we placed an order with him for Canadian steel wheelbarrows which have been delivered to our entire satisfaction.

“We may add that these wheelbarrows compare extremely favourably both in price and quality with the American barrows which we had been importing previously.”

This is a case where a wheelbarrow made in Canada and comparing “extremely favourably both in price and quality with the American barrows,” could not be sold in Argentina until a representative called here. The fact that the representative was travelling principally on behalf of an American manufacturer was of minor importance so far as immediate results were concerned, though no one will question that it would be better that Canadian products should, whenever possible, be marketed by Canadian salesmen, shipped from Canadian ports and financed by Canadian banks.

It is not suggested that a Canadian manufacturer should send a representative to this market unless he is reasonably sure that finally he will be able to secure sufficient business to warrant the expense. Very frequently the simplest way of coming to a decision on this point is to procure a list of the foreign firms actually doing business here in his particular line. The names of 2,500 foreign manufacturers, together with the names of their respective local agents, are on file in this office and lists can be furnished at any time.

A method of testing the market frequently adopted but from which satisfactory results are not always obtained is that of employing a local manufacturers' representative. There are several drawbacks connected with this method. The principal difficulty lies in finding a representative who will take a real interest in the products of any one manufacturer, and make an honest attempt to market them successfully. Manufacturers' representatives are frequently heard to express the opinion that it does not suit them to devote too much energy to working up a successful business for a foreign manufacturer, because their experience is that if they work up a business to a point at which it becomes a really profitable one for them and the manufacturer, the latter will at that moment send down a representative to “organize his interests in Argentina,” or in other words to take over the business for his own account. But if manufacturers' representatives as a class are not particularly active in pushing the sale of the products of any one manufacturer, they certainly are very keen upon securing new agencies. The root idea at the bottom of their desire to secure them is that it costs them nothing in the first place to undertake an agency, and even if they only get one order per year for a manufacturer it will always mean something towards their expenses. Another consideration with them is that while they call on one class of customer to sell, say, wall-paper, little if any additional time is required to offer him, say, paint or varnish. They call this “completing our line” or “supplementing our line,” and it must be remembered that a manufacturers' agent nearly always speculizes in supplying the wants of only one or two particular classes of buyers. In

conclusion it would be said that manufacturers' agents, as a class, are inclined to select their manufacturers to suit their local clientèle and their own interests; the interests of the manufacturers are not always given the importance they require if a successful business is to be established.

It is not intended to suggest that manufacturers' representatives do not fulfil an important mission in foreign trade; in some cases, such as the supplying of Government and railway departments with heavy material, their services are almost indispensable, and frequently also they will make good selling agents for a manufacturer whom they find to be keenly interested in the market, determined to support them, and not likely to make a convenience of them. When an understanding has been arrived at under these heads, it will also be found that a local representative can frequently do a satisfactory volume of business at a much lower cost than a factory representative, and they have the great advantage of being on the spot to attend to shipping and financial difficulties; as a rule, however, time must elapse before a manufacturer and local agent can come to an understanding by correspondence and often a week of personal contact can do more in this direction than years of correspondence.

The Employment of Export Commission Houses.

The system of marketing Canadian goods abroad through the medium of export commission houses located outside the Dominion, is one for which but one advantage can be claimed whilst there is much that can be said against it. For the marketing of certain staple articles, such as petroleum products, naphtha, calcium carbide, coal, iron and steel, etc., business which is usually put through on cable quotations and of which large shipments have to be made during certain specified periods, the export commission house offers special facilities at both ends. At the selling end it frequently possesses warehouse and wharfing facilities; at the shipping end it usually possesses ample capital, and has advantageous freight contract arrangements. But when selling manufactured goods and articles bearing the mark of a manufacturer the export commission house located outside Canada, does not serve his best interests because business with it very often implies a limitation of turn-over consequent upon the multiple and complex interests it represents, the suppression of the manufacturer's name and mark due to a desire to prevent local clients from communicating with the factory direct, and an exclusion from participation in the experience gained in selling his product abroad. After shipping goods abroad for ten years to the order of, and under instructions from, an export commission house, it is quite possible that the manufacturer will be no more capable of undertaking export trade for his own account than he was at the beginning of the period, and the only compensation for these several losses will have been the receipt of cash against shipping documents, which accommodation any manufacturer of standing can easily and cheaply obtain from his bank. In the meantime manufacturers of competing countries who have employed a more direct method of selling will probably have secured a firm hold on the market in competition with the less directly concerned foreign commission house.

Summary.

The above review of the merits and demerits of two of the principal methods of selling goods in this Republic leads one to the conclusion that the opinion of the local importing firm quoted is, in a great measure if not altogether, founded on fact; and it is hoped that so soon as national and industrial conditions will allow of it, that those of our manufacturers who consider that they are in a position to compete for trade, will commission a factory or office man, or make arrangements with a professional traveller, to "study the market and offer their goods."

The opinion of a friendly firm of importers as to the methods of securing foreign trade has been quoted and dilated on in this report, and if it is a sound principle that

something may always be learned from the man on the spot, whose opinion usually has the merit of being the result of experience gained at first hand, it may be considered appropriate to reproduce here some excerpts from a communication addressed to a Canadian manufacturer by a large firm of Buenos Aires manufacturers' agents which has recently become conspicuous by reason of the success with which it is handling the business of several manufacturers. The letter was written for the purpose of requesting the manufacturer to observe certain shipping customs, which while perhaps thought elementary by some, are not infrequently neglected by others. The composition is that of an Italian gentleman educated in London:—

"In your letter to us you let us know that you have shipped goods for the following four firms: You say that 'the following shipments have been made' and by this we understand that when you wrote your letter, the shipments were already on board and possibly on their way to Buenos Aires; if this is so, why don't you give the name of the steamer carrying the goods?

"You know that it is very important especially in these abnormal times, that the shipping documents should not arrive too late. We think we have written to you explaining that if the shipping documents are not presented to the customs within eight days of the arrival of the steamer at this port the importer must pay a fine of an additional 2 per cent on the rate of duty to be paid to the custom-house.

"As you will see this is of great importance to you, because if the fault is yours the client will not care to pay for the fine and the same will be debited to you.

"*Orders.*—You ask us if the clients will object to their orders being sent in two or more shipments. This will never please the clients as this means just double clearing expenses for them.

"We wrote you, when sending the order for Messrs. N. N. to the effect that this order ought to be shipped all in one lot and we see that this was not done. About the other orders we did not say anything, but would tell you now that it would always be better to ship orders as quick as possible and all complete in one lot. Clients complained about the expenses as you have invoiced more than what figures in the forwarding agent's invoice, which was also sent.

"*Messrs. AA, BB, & Co.*—As we had no advice from you as to the name of the steamer in which the goods were shipped, we advised these three clients to that effect, and have been told that they received a letter from you saying that the goods had been shipped and that the documents would be delivered to them by the bank. As the clients have no documents, and as the steamer arrived here several days ago, such clients will have to pay the fine to the custom house and this, we are very sorry to say, is a very bad start for you in this market.

"To avoid in future all these troubles please take careful note of the following instructions:—

1. All correspondence addressed by you to the Argentine Republic must always be addressed to us in duplicate. We shall deliver to the client the original and keep for our file the copy.

2. When you make shipments to the clients you must:—

(a) send invoices, weight notes and other documents in duplicate to us. We shall deliver immediately the original to the client and keep the copy.

(c) the B/L, certificate of origin and copy of invoice, freight note, weight note and insurance policy, etc., must be sent to the bank, instructing same to follow our instructions, if we think it necessary in your interests not to deliver to the clients the B/L, etc.

3. All these things are absolutely necessary if you want your interests to be properly attended to here, otherwise we shall have claims from the clients, and this is not at all a good recommendation for a manufacturer.

"To the bank you must also give instructions to accept any instructions we shall give in accordance with your shipments and this will be of great assistance to you, in case of, when your goods arriving the client does not deserve the credit given, or if for any other motive we think it necessary not to hand the goods over.

"A few days ago, for instance, one of the most important firms here, was completely burnt down. Well, suppose you had sent goods for this client, the bank left to itself would have delivered the B/L, but we would have given instructions not to deliver the documents until we should have a guarantee that all would finish well. This, of course, is only an example as you do not happen to have any orders to execute for this firm, but we point this out to you in order to show that many things may happen during the time from the day the order is sent till the day in which the goods are delivered.

CUBAN SUGAR CROP FOR 1916 AND 1917.

REPORT OF ACTING TRADE COMMISSIONER

(*Mr. J. C. Manzer.*)

HAVANA, September 18, 1917.

Although the crop is much short of the estimates made at the beginning of the harvest, yet the total output will be much greater than was expected five months ago. With five mills still in operation the total production up to September 15 was 2,965,837 tons, against 2,969,332 tons at the same date in the preceding season, and there is no doubt the total will reach 3,000,000 tons by time all the mills have finished grinding.

The high prices prevailing for the past two years have induced planters to put much more land in cane, and should weather conditions, up to the time grinding commences, be favourable to the development of a large percentage of sugar, it is believed there is enough growing sugar cane on the island to produce 4,000,000 tons the coming season.

The following table shows the exportation and stocks on hand on August 31, 1917, compared with the same date in 1916:—

Port.	1916.		1917.	
	Exportation. Sacks.	In Stock. Sacks.	Exportation. Sacks.	In Stock. Sacks.
Habana.. . . .	1,220,282	285,608	1,884,599	270,389
Matanzas.. . . .	2,605,266	745,351	2,688,860	336,417
Cardenas.. . . .	2,086,032	482,558	2,124,317	405,411
Cienfuegos.. . . .	2,436,734	133,118	2,624,404	13,912
Sagua.. . . .	1,487,538	64,572	1,586,723	27,594
Caibarien.. . . .	1,234,088	94,090	1,558,187	13,133
Guantanamo.. . . .	566,921	46,996	569,475	84,394
Cuba.. . . .	295,812	76,068	181,703	40,320
Manzanillo.. . . .	764,279	46,290	814,849	37,773
Santa Cruz del Sur.. . . .	262,547	43,953	193,428	—
Nuevitas.. . . .	408,551	.....	523,307	34,271
Antilla.. . . .	1,095,360	126,214	394,824	52,453
Nipe Bay.. . . .	324,577	48,277	295,716	23,748
Jucaro.. . . .	879,112	163,638	907,712	109,881
Gibaray Puerto Padre.. . . .	1,739,755	107,804	1,296,406	120,292
Banes.. . . .	.....	.....	347,900	27,365
Manati.. . . .	219,100	78,595	357,259	26,741
Zaza.. . . .	79,180	.....	50,571	6,217
Trinidad.. . . .	84,822	.....	77,730	—
Total.. . . .	17,789,956	2,533,132	18,477,970	1,630,311
" tons.	2,541,422	361,876	2,639,710	232,901

The distribution of Cuban sugar for the years 1915, 1916 and 1917 up to August 31, was as follows:—

	1915. Sacks.	1916. Sacks.	1917. Sacks.
United States.. . . .	12,132,368	12,919,771	12,342,112
Mexico.. . . .	.....	.....	31,100
Canada.. . . .	103,133	.....	—
Europe.. . . .	2,077,582	4,870,185	6,104,758

NOTE.—Sack, 320 pounds. Ton, 2,240 pounds.

CUBAN ITEMS OF GENERAL INTEREST.

The matter of getting transportation for 20,000,000 empty sacks for sugar from Calcutta in time for next season's sugar crop is one of the problems now occupying the attention of the Cubans.

A delegation from the Bread Bakers' Association of Havana has presented a petition to the Food Control Department asking permission to charge twelve cents for a pound loaf of bread. The price is now eleven cents.

Because of the scarcity of lubricating oils to supply the needs of the Allies, Mr. Hoover has suggested to the Cuban Government that large quantities of peanuts and soya beans, both of which contain a high percentage of oil of a superior quality, might be grown in Cuba for the production of oil for export. It is expected the United States Government would guarantee a remunerative price for a term of three years. The Cuban Government is taking steps to have these grown in Cuba on a large scale.

BARRELS FOR MANCHURIA BEAN OIL.

Mr. J. W. Ross, Canadian Trade Commissioner in Shanghai, China, writes as follows in reference to barrels used for bean oil in South Manchuria:—

"I have just returned from an official visit to the port of Dairen, in North China or rather South Manchuria. While there I fully investigated the great bean and oil industry for which that port is famous. Bean oil is being constantly shipped from Dairen to many parts of the world, and the question of containers is becoming most important. At present metal drums, oil kerosene tins and barrels are employed: last year 1,500,000 five-gallon kerosene tins were used, in addition to the other forms of containers, which will give you some idea of the magnitude of the trade. Steel drums have been quite extensively used in the past, but there are several objections to their employment, their high cost, they must also pay duty when manufactured outside the United States when oil is imported into that country in them, and there is no sale for empties. Kerosene tins are inexpensive, but are not sufficiently strong. It would therefore appear that barrels will more and more be required for this business in the future. The staves and headings have been coming in for shocks, and put together by Chinese coopers, but a factory is being erected to set the barrels up by machinery which is coming from Cleveland. The barrels are made of Douglas fir, they hold 50 to 52 gallons (American) of oil, have eight strong iron hoops and must be coated inside with glue. They are furnished by the American company at yen 7.00 per barrel. The setting up costs yen 1.00. Total, yen 8.00, or approximately \$4 Canadian currency per barrel. It appears to me that this is a business that is worth investigating by British Columbia manufacturers, but it would be necessary to send one familiar with the industry to study the situation on the spot."

MOTOR-BOATS AND VEHICLES IN FOREIGN MARKETS.

(*Export World and Commercial Intelligence.*)

MARINE MOTOR-BOATS.

Marine motor-boat manufacturers are being advised to send more representatives abroad in quest of orders; also to appoint agents. Some technical knowledge is a *sine qua non* for an agent for marine internal-combustion engines, and knowledge of local conditions as well as of the probable clientèle is essential. A good agent should be quite capable of suggesting slight modifications in design as well as in methods of business, so as to render the motor he is representing not only well adapted for his district, but capable of being sold under conditions that will appeal to the local buyer. The hint suggests useful preparatory work rather than immediate business.

The Australian Government has issued new regulations for motor boats. In connection with a number of regulations relating to ignition, a note is inserted to the effect that the use of low-tension magnetos is preferable on the score of safety, while regulation 20 reads: "No form of hot tube ignition may be employed unless oil having a higher flashpoint than 73 degrees Fahrenheit is used. If blowlamps are used for this class of oil they must be fixed and the flame enclosed." The regulations dealing with fire risks insist upon the provision of an electric torch for examining the machinery, and means for relieving the pressure in fuel tanks so that they cannot explode in cases of fire, while smoking is prohibited near the engine or tank. These fire regulations naturally apply to boats in which petrol engines are installed.

MOTOR VEHICLES IN JAMAICA.

There are 2,213 miles of main roads open for traffic in Jamaica, says a recent report, and most of these are macadamized highways. In spite of an excessive rainfall in certain parts of the island, these roads are kept in good repair. As one of the direct results, the importation of motor vehicles has increased with great rapidity during recent years.

Low initial cost, moderate cost of upkeep, durability, and the accessibility of the source of supply have been the chief factors in success of American cars.

The latest official census gives a total of 833 cars and trucks, 70 motor-cycles, and 15 traction engines in the island. Considering a population of about 850,000 persons all told, and including a large proportion of black labourers, these figures reflect general prosperity.

Standardized parts have been a big selling factor here as elsewhere, but there are in Kingston at least two very well equipped garages and service stations. However, unusual equipment and parts should be avoided as much as possible.

There were 70 motor-cycles in Jamaica for the year ended March 31, 1916, according to official statistics, a remarkably low number in view of local conditions.

There are no electric vehicles in use, and at present there appears to be no market for this class of vehicle. Steep grades, mountainous roads, and the lack of electricity on a commercial basis are factors that effectually operate against the introduction of electric vehicles into Jamaica.

MOTOR-CARS FOR NEW ZEALAND.

The sale of motor-cars, trucks, etc., in New Zealand has practically doubled during the past two years, and the 1917 outlook is promising, for there is plenty of money in the country, and a largely increased number of machines is being made use of by the

farmers and stock raisers. They are useful and economical, for they save much time, and time now means money to these people.

American manufacturers have greatly increased their business, while motor-car imports from the United Kingdom have fallen off about 75 per cent, and those from Canada have increased.

During 1916 there were 3,191 motor-cycles imported into New Zealand, with splendid prospects for 1917.

Practically all of the motor-cars have been of the internal-combustion type, but electrics for city use in the more important centres should find a fair opening here, since the cost of benzine, gasolene, etc., is very high, and electricity comparatively reasonable. At Christchurch, current for power purposes sells at 1 to 2 cents per unit, while at Auckland it ranges from 2 to 2½ cents per unit. It would seem worth while to make an effort to open up business in electric automobiles.

CHEAP RUNABOUTS FAVOURED IN ARGENTINA.

The customs statistics afford some interesting data concerning altered trade conditions. One interesting fact disclosed is in connection with the automobile trade, imports for 1916 being the largest on record and three times greater in volume and value than those of the preceding year.

Imports of cars for 1916 are more than double those of 1911 (5,929 and 2,461 cars respectively), but the customs valuation of the smaller number imported in 1911 exceeds that of the 5,929 cars imported last year, and this fact is significant. Prior to the year 1913 only high-class European cars were to be seen in Buenos Aires, and the possession of an automobile was considered to be a luxury reserved for the very rich. The cars most seen on the streets then were the Panhard-Levassor, Mercedes, Renault, Fiat, Peugeot, Daimler, Wolseley, Napier, and similar makes of high-grade cars.

During the past three years, however, several of the large manufacturers of cheap cars have established branches or appointed agents with stocks and have gone into the business seriously, and the local branch of the largest automobile concern in the world claims that its sales this year will average not less than 300 cars per month.

There are practically no country roads in Argentina, and the camp tracks are usually either dusty or very muddy. Heavy cars were not suitable for camp use and have been almost completely replaced by the cheap and light runabout. More cars are being sold for use in the camp and suburban towns than for use in the cities.

The automobile trade in Argentina has therefore been radically changed during the past three years. Previously sales were practically limited to makers of the highest grades of European cars, most of whom had, and still retain, a selling organization. To-day four-fifths of the cars sold are of the cheap runabout or farm types so well known in North America. A manufacturer of high-grade cars wishing to enter this market will have to compete in point of quality with the highest grade French cars made, and the demand for this type of car will be small; a manufacturer of any other grade of car will have to compete in point of price with the cheapest cars made by the largest automobile corporation in the United States.

MOTORING IN SOUTH AFRICA.

In the course of a recent paper before the Royal Colonial Institute on "Recent Developments in Basutoland," Sir Herbert Sloley, K.C.M.G., remarked that no scheme of development of resources or agricultural improvement would be effective which omitted to pay attention to the question of roads and communications. In the matter of roadmaking and maintenance, the advent of the motor-car has exercised a powerful influence. Up-country roads in Africa originally were made as means for wagon traffic, and it did not matter much how rough a road might be if a loaded wagon with a span or team of sixteen or eighteen oxen could safely use it. The second stage involved

such improvements as would enable lighter horse-drawn vehicles, such as Cape carts and four-wheeled buggies, to be driven without too much risk or discomfort to the occupants. The third stage was marked by a demand for a road sufficiently well graded and smooth for motor traffic, and its construction naturally includes the bridging of the rivers or watercourses which have to be crossed. Such a road now exists, and a motor-car can travel at a moderate pace (say about twelve or fifteen miles an hour) from the extreme north of Basutoland to the Orange river in the south, and after crossing the Orange river on the pontoon a traveller can proceed by motor-car forty or fifty miles further up the valley of the Orange river into the heart of the Drakensberg mountains.

MARKETS FOR IMITATION LEATHER IN ITALY.

(United States Commerce Reports.)

Imitation leathers, of certain grades and colours have a real market in Venice at this time, and the trade is growing. Formerly the demand was found almost exclusively among the makers of art furniture, but this has decreased because transport difficulties and restrictions placed upon articles of luxury have brought the manufacture and exportation of art furniture almost to a standstill. A new source of demand which more than compensates for this, however, has arisen. It is the use of such leathers by the makers of motor-boats and aeroplanes as material for upholstery. The Italian Government is a large user for aeroplane and boat upholstery, but sales should be made to its American buyers.

ANNUAL CONSUMPTION IN LOCAL MARKET.

The local retail market consumes annually about 200 rolls of imitation leather, each roll being from 48 to 50 inches wide and 12 yards (11 metres) long. Retail dealers say they have purchased their supplies at the rate of 3 to 4 lire gold per metre (\$0.63 to \$0.84 per yard).

The favourite colours in this market are a dark red, chestnut brown, and olive green. Samples for gondola upholstery should be entirely in black. Red is a favourite colour for the motor-boat upholstery.

Imitation leather is known in this market under the names of pergamoid, pelloid, and fabrikoid. The first that appeared came from England, but it was speedily imitated by German firms, which succeeded in capturing the local market, partly by better prices but principally by better credit connections and trade methods. Available German stocks are exhausted, and as the English source of supply is practically cut off these stocks also are low.

Several artificial-leather plants have been established in Italy in the last few years, but none in the Venice consular district. Substantial quantities are made at Milan and Turin, the most important factory being at Monza, near Milan. The Government recently requisitioned the factory at Monza, and probably also those at other places, so that private firms must look to America for immediate supplies.

CRITICISMS OF AMERICAN PRODUCT.

Several criticisms of American imitation leather have been heard. Local dealers say that most of it is too heavy for this market. It is also claimed that the American leathers are less flexible, and that they wrinkle, crack, and flake or peel off where folded.

It is believed that some sales might be made by direct correspondence. Sample books should be sent, with numbered samples, to facilitate cabled orders. Dimensions given should include length and width of roll, in metric measures. The weight of the roll, packed, should be given in kilogrammes. Prices should be quoted in Italian gold lire or in American dollars. On account of the war conditions, sales should be made cash against documents at the time of shipment, allowing 2 per cent discount for cash. Before the war 60-day credits prevailed, and these should be re-established as soon as possible.

The best way to extend credit, and one that can be employed with comparative safety, even in war times, is by a time draft, for the amount of the sale, accepted by the purchaser or by his responsible agent having power of attorney to accept. Sales should be f.o.b. ship American ports. Even where the word "ship" is not included, it is legitimately inferred by the Italian purchaser.

DIFFICULTIES IN CUSTOM-HOUSE CLASSIFICATION.

A serious obstacle to the introduction of American artificial leather may be found in the custom-house classification. The general norm of classification may be translated: "By artificial (false) leather is meant that form of leather scraps and clippings agglutinated with glue and compressed, or covered by leather clippings, or made with a paste of powdered leather and leather scraps. Every pasteboard, in the composition of which enter leather scraps or clippings, is also classified as artificial leather. Artificial leather formed of several strata of textiles tarred or glued together, covered over with paper or leather clippings, is classified as tarred textiles of the respective kinds."

According to the second part of this norm it would seem that some American artificial leather should be classified under No. 175 of the Italian import tariff under the heading of "Tessuti incatramati, oliati e simili" (textiles tarred, oiled, and similar), which pay a duty of only 30 lire per quintal (\$5.79 per 220 pounds).

A custom-house official said that artificial leathers are classified in the registry of the custom-house as cotton textiles dry printed (*tessuti di cotone impressi a secco*) and pay an import tax of about 94 lire per quintal (\$18.14 per 220 pounds) if they weigh more than 13 kilogrammes for every 100 square metres and have more than 38 threads to the half-centimetre square.

SPECIFIC IMPORTATION NEEDED FOR DECISION.

The custom-house refused to give a positive decision on a sample submitted in the absence of a specific importation, because it does not know the weight of 100 square metres of the article and does not know the materials of which it is composed. The basis of the calculation would doubtless be under Italian import tariff No. 169, α , gamma, "plain fabric, weighing 13 kilogrammes or more per 100 square metres having in the warp and woof in a square of 5 millimetres (one-half centimetre) more than 38 threads." The duty on such plain fabric would be 74 lire gold (\$14.28) per quintal (220 pounds). If the textile is of any other material or contains any other substance the import duty would vary relatively with the import duty on these textiles and the mineral or artificial substances which cover them, proportionately to their quantity.

A sample of the first shipment to arrive would be subjected to chemical analysis to determine the mineral or artificial substances with which the textile is treated and the processes through which it passes. It is important that the classification should be clearly established by trial shipment before seeking to enter the Italian market.

RULES GOVERNING PATENTS AND TRADE-MARKS.

Patents and trade-marks must be registered at Rome. International patents will be protected, or patents can be taken out for Italy where not already covered. The United States is on the basis of the most-favoured nation in Italy in everything relating to property in trade-marks and trade labels.

Italy has announced that during the war she can appropriate any patent that may be necessary for her proper conduct of the war. The treaty signed at Washington on February 25, 1913, gives reciprocally to citizens of the two countries "the most constant security and protection for their persons and property and their rights."

Rolls of artificial leather for this market may be wrapped in pasteboard and cased simply in jute or canvas sacking.

A Royal decree dated April 1 prohibits the importation into the Kingdom of Italy of goods coming from abroad, with the following exceptions: Goods imported by the Government; foodstuffs and raw materials for industry which will be designated by the Government; such large quantities of merchandise of known origin as may be admitted by decree of the Minister of Finance; and goods for which special permits may be issued from time to time by the Minister of Finance. This prohibition has been somewhat relaxed, however, in favour of imports from the United States and certain other countries.

INDUSTRIAL RESEARCH RESULTS IN GREAT BRITAIN.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. J. E. Ray.*)

BIRMINGHAM, August 31, 1917.

INDUSTRIAL RESEARCH RESULTS.

In the report of the British Advisory Council for Scientific and Industrial Research, issued, several important discoveries made during the year 1916-17 are announced.

One of these is that made by Professor Jackson, who has been investigating the composition of certain optical glasses, and has succeeded in defining the composition of the batch of mixtures necessary for the production of several glasses hitherto manufactured exclusively in Jena, including the famous fluor-glass. He has also discovered three completely new glasses with properties hitherto unobtainable.

Another important research being conducted at the Stoke School, and making very satisfactory progress, is an attempt to produce marketable hard porcelain from purely British material. The investigation is being financed by the Staffordshire Pottery Manufacturers' Association jointly with the Staffordshire and Stoke local education authorities and the Committee of Council. The problem of firing has proved easier than was expected, and though details cannot yet be announced, ware has already been produced which is expected to prove cheaper than English earthenware, to be susceptible of satisfactory decoration, and while felspathic in body, to have some of the best characteristics of English bone china. A cheap and new glaze has also been developed.

A third discovery results from experiments in high-speed steel. Mr. Dempster Smith, of Manchester, has succeeded in standardizing the heat treatment of high-speed steel in a manner which, though not susceptible of protection by patent, has been of great value to the Admiralty in the manufacture of certain implements of war. Another investigation had for its object a reduction in the weight of petrol engines for aircraft by the more efficient design of the cooling surface of the cylinders, and investigation has accordingly been made into the rate of heat transmission from the surfaces of hot bodies to fluids passing over them. The data obtained will also have other important industrial applications.

It is further announced that an investigation into the corrosion of non-ferrous metals in sea water initiated by the Institute of Metals, and carried on during 1915-16 at the University of Liverpool, has yielded positive results, which may prove of great practical value.

POSSIBILITIES FOR TRADE IN THE CAUCASUS.

(*The Board of Trade Journal.*)

H.M. Consul at Batoum (Mr. P. Stevens) writes that trade possibilities in the Caucasus and adjacent Russian territory were always good, and that, for well-known reasons, German trade held a paramount position in that region prior to the war. German firms and manufacturers were able to secure the great majority of orders for goods by means of their well-defined system of pushing trade. Agencies were established in the most of the principal towns in the Batoum district, where large stocks of goods were kept on show and also for the purpose of meeting immediate demands, periodical visits were made by commercial travellers who spoke Russian, and, in this way, aided by widespread advertising in Russian, backed by catalogues and price lists (prices in most instances being quoted inclusive of customs duties, manipulation expenses, freight rates, etc.), German firms developed a large business in all kinds of their varied manufactured products.

It cannot be too frequently repeated that the high state of commercial efficiency which was attained by German firms was largely due to the diligent and unceasing activities of the agents referred to, who, whilst in the exercise of the duties entrusted to them, had the full support of their employers, and, with a view to securing all the trade they possibly could, were given a free hand to introduce methods which they saw most fitted the needs and established customs of the Caucasian markets.

Under these conditions German firms had a great advantage over their competitors, seeing that at any time when difficulties in negotiations arose, their agents and travellers were always in a position, by consultation between themselves, to decide questions on the spot, such questions as in ordinary circumstances their competitors would have to refer to their principals, who, probably lost business owing to this loss of time.

The discretionary powers extended by German firms to their agents and travellers frequently comprised, amongst others, the very important one of allowing credit to dealers in Russia. Mr. Stevens emphasizes this because, he says, British firms seem to regard a system of credit as so reprehensible that, apparently, they would prefer to abandon the markets in the Caucasus rather than run the risk of a bad debt occasionally, although, in comparison with the volume of business transacted, and the profits made thereon, the amounts involved in such bad debts would prove insignificant.

British firms during the war have unfortunately been unable to show signs of energetic enterprise in the Caucasus, while American and Japanese and other foreign traders have made and are making great efforts to secure trade in this field. A good deal of hosiery and haberdashery is being imported into the Caucasus from Japan, and Japanese competition is steadily becoming a serious factor.

Conditions necessary for securing trade.—Preliminary organization is very necessary and United Kingdom firms should make preparations as soon as possible. In order to obtain trade in the Caucasus it is essential that full support should be given by the manufacturer or shipper in the United Kingdom to his representative's actions—which should be restricted by power of attorney to a certain class of activity—in his transactions with dealers and tradesmen. To push sales numerous reliable agents must be appointed; they should be men who know Russian, and are generally familiar with business conditions, legislation affecting trade, and customs obtaining in the Caucasus. Commercial travellers with these qualifications should be appointed to visit the traders of the nearest towns and those of the surrounding country at given intervals. These travellers should be attached to each agency. It is useless, however, having an agency at Odessa or Moscow for the Northern Caucasus, or at Rostov-on-

Don for the Trans-Caucasus. An agent should reside at Rostov for business in the Don, Kuban, Stavropol and Ter Cossack territories, and another agent for the Trans-Caucasus should reside at Batoum, Tiflis or Baku. A number of agents residing even nearer to each other than the places just mentioned would, Mr. Stevens believes, obtain still better results.

Catalogues, price lists and other advertising literature should be prepared by persons knowing Russian thoroughly well, and should be extensively distributed. They should contain prices worked out, when practicable, in roubles and copecks, both with and without customs duties, and charges and expenses, including railway rates to places of delivery. Russian weights should be given.

A wider and more general system of banking facilities than has hitherto been placed at the disposal of traders should be provided for.

Credit where necessary or asked for should be prudently accorded after careful inquiry. Usually a certain proportion of payment should be taken on receiving orders, and further payment should be required against receipt of shipping or railway documents, and the balance on delivery, or by bill at three, four, or up to six months.

Writing on the same subject, the British Vice-Consul at Baku (Mr. A. E. R. McDonell) states that, with few exceptions, British traders and manufacturers do not seem to have appreciated the importance of Baku as a centre for their operations, or as a market requiring any special attention. They have usually been content to appoint an agent in one of the large centres in Russia, or on the continent, and to leave the appointment of a local representative in his hands. There are probably a number of United Kingdom manufacturers supplying the Baku district with a considerable quantity of goods through these central houses, who, did they but realize the strides in industry and development that are taking place yearly, might considerably increase their sales by appointing their own agents.

Baku is the point at which east and west meet, and for this reason, among many others, it calls for special study of local conditions. The oil industry in itself is a specialty, and works under special conditions as to labour and climate. The labour by which certain classes of machinery are worked is not very skilled; certain works have their machinery partially exposed to the very high winds and sand storms. In many cases these and other conditions require especial attention. In some instances the simpler forms of machinery are found to be more suitable than later and more intricate types.

As regards the question as to whether Baku is worth a special visit, Mr. McDonell states that being a large commercial centre in the Trans-Caucasus, Baku largely supplies the territory situated east of Batoum and the other oilfields of the Caucasus, as well as the north of Persia and Transcaspia, with many commodities. This last district is a large tract of country exporting many cereals and calling for increasing supplies of agricultural machinery. It is a country with great possibilities in the near future; extensive tracts of land are continually coming under irrigation, and the country contains much undeveloped mineral wealth. The Germans paid special attention to this part of the Russian Empire and latterly showed much energy in developing its resources, especially in commodities for export. All important Baku merchants have their agents or branch offices in Transcaspia, as well as in all the large towns of the Caucasus and the oil-producing centres.

Agents and representatives.—The appointment of suitable agents often presents many difficulties. Many of the larger and more responsible houses are often already engaged and under obligations to other manufacturers, while the smaller people are unable to comply with the terms asked. Undoubtedly the most satisfactory method is that of opening a branch office in some centre. This branch office should be controlled by an employee of the British firm, and it should be his duty to travel and appoint and inspect agents. This is, of course, only feasible where the business is large enough to warrant it. The prevailing custom of appointing a central agent and leaving him to appoint sub-agents appeals to the British manufacturer as being safer. The central agent takes all the risks of default or late payment on the part of his sub-agents, and for this very reason the best results are often not obtained. The

system as a whole is much to be deprecated; the seller is entirely out of touch with the manufacturer; he consequently loses interest, and is very often unable to obtain the little improvement or alteration which may make an article saleable in his district; and apart from this there are, under this method, two parties taking profits or commission out of the goods. Manufacturers not having a branch office should appoint their own agents, giving each a specified district, and should send a representative from time to time to inspect and report on progress and possibilities. Excellent results are shown where manufacturer and salesman are in close touch with each other. In the matter of travelling inspectors, British firms might often combine with each other to effect an economy in travelling and other expenses.

Banking facilities and credit.—A great deal has been written about the credit it is necessary to give in order to trade in Russia, and the prevalent idea seems to be that goods must be dumped and left until sold. What is really required is a certain amount of latitude in regard to first consignments, and a thorough understanding of Russian banking facilities. The Russian merchant does certainly ask for a certain amount of credit to be allowed him on a line of goods entirely new to his market; this seems to him to be sharing the risk fairly. If further orders are given and the manufacturer is not sure of his customer, or does not care to grant credit a second time, he should forward the goods and send the bills of lading to a local bank, with instructions to deliver them to his customer or agent only on receipt of certain sums of money or security for payment. Should he fear that the goods will not be taken up he can always demand a small payment with order so as to cover any loss entailed by a forced sale such a preliminary payment would seldom be refused. In this manner the manufacturer is only out of his money for such time as it takes the goods to arrive at their destination. If the local agent has been able to obtain the first consignment on easy terms, and thus gained a market and subsequent orders from his customers, his bankers will usually help him to buy out the way-bill for the next consignment on his furnishing proof of orders. For instance, when an order for a piece of machinery is placed by one of the large oil firms in the Baku district the local banks will make an advance as soon as the way-bills come to hand.

Another point not thoroughly understood is the Russian promissory note or bill. This is drawn by the payee and may or may not be backed by a second signatory. It is a promise to pay at three, six or nine months, as the case may be, and bears the proportionate revenue stamp. If the drawer's credit is good it is discountable at a rate of from 6 per cent to 8 per cent per annum. It is presented at the end of its term through a bank, and if not met is sent to the public notary for protest. This protest has the effect of stopping the credit of the drawer and backer, legal proceedings in the meantime being unnecessary. In the case of an English draft or acceptance this is not possible; in the event of default the assistance of a solicitor has to be engaged, translations certified and made, and proceedings taken in court. This is often a lengthy matter and until the final decision is given by the courts the defaulter suffers no inconvenience.

Opportunities for the future.—For the duration of the war there seems to be very little possibility of anything but preparatory work being done. As regards this, considerable disappointment has been felt by local traders, who complain that correspondence remains long unanswered, or that a short reply is received stating that nothing can be done at present, and asking for further reference to the matter at some later date.

Suppliers wishing to obtain a footing in the Baku market should realize that this large industrial centre and all the country around has been virtually starving for supplies for the last two years. As soon as communications reopen supplies must be obtained at once from whatever source available. At first the question of conditions and credits will play no part at all; the only question will be promptitude of delivery. United Kingdom manufacturers should, therefore, immediately send out representatives or write stating what they are prepared to supply at the earliest possible date after the resumption of communications.

TABLE OF TIME REQUIRED FOR TRANSIT BETWEEN NEW YORK AND SOUTH AND CENTRAL AMERICAN CITIES.

The following table showing the time required for transit between New York and cities in South and Central America is taken from a pamphlet entitled "Export Trade to Central and South America":—

The figures in the following table represent the time ordinarily required for a shipment of merchandise by steamer from New York to reach the cities mentioned, and can be used as a basis for determining interest charges on drafts.

For a sight draft, use twice the number of days indicated.

For a draft payable after sight, add the days of usance of the draft to twice the number of days given in the table.

For a draft payable after date, add the days of usance of the draft to the number of days given in the table.

Thus, in the case of a draft on Buenos Aires, the number of days required for returns to reach New York would be:—

For a sight draft, 2×30 days = 60 days.

For a 90 days' sight draft, the usance of the draft, i.e., 90 days, plus 2×30 days = 150 days.

For a 90-day date draft, the usance of the draft, i.e., 90 days, plus 30 days = 120 days.

	Days.
Argentina—	
Buenos Aires	30
Bahia Blanca	35
Cordoba	38
La Plata	35
Mendoza	38
Rosario	35
Tucuman	38
Bolivia—	
Cochabamba	45
La Paz	43
Oruro	45
Potosi	45
Riberalta	45
Santa Cruz	45
Sucre	45
Brazil—	
Bahia	25
Ceara	25
Maceio	25
Manaos	30
Natal	25
Para	23
Pelotas	38
Pernambuco	23
Porto Alegre	38
Rio de Janeiro	30
Rio Grande do Sul	35
Santos	30
Sao Paulo	30
Chile—	
Antofagasta	30
Arica	30
Caldera	32
Concepcion	45
Copapo	35
Coquimbo	35
Iquique	30
Punta Arenas	50
Santiago	38
Talcahuano	45
Valdivia	45
Valparaiso	38

TABLE OF TIME REQUIRED FOR TRANSIT, ETC.—*Continued.*

	Days.
Colombia—	
Barranquilla..	15
Bogota..	35
Buenaventura..	25
Cartagena..	15
Medellin..	25
Santa Marta..	15
Costa Rica—	
Puerto Limon..	13
Puntarenas..	20
San Jose..	15
Ecuador—	
Guayaquil..	25
Manta..	30
Quito..	30
Guatemala—	
Guatemala City..	20
Puerto Barrios..	13
Quezaltenango..	25
Honduras—	
Puerto Cortes..	12
Amapala..	23
Tegucigalpa..	25
Nicaragua—	
Bluefields..	15
Granada..	25
Greytown..	15
Managua..	25
Panama—	
Colon..	12
Panama..	15
Paraguay—	
Asuncion..	45
Peru—	
Arequipa..	38
Callao..	30
Iquitos..	45
Lima..	30
Mollendo..	35
Trujillo..	28
Salvador—	
Santa Ana..	30
San Salvador..	30
Santa Tecla..	38
Uruguay—	
Montevideo..	30
Venezuela—	
Caracas..	15
Ciudad Bolivar..	25
Maracalbo..	20
Puerto Cabello..	20

THE EFFECT OF THE WAR UPON COMMERCIAL CONDITIONS IN RUSSIA.

A VAST EXPANSION OF THE COUNTRY'S TRADE AND INDUSTRY A CERTAIN SEQUEL TO THE CONFLICT.

(By Richard Martens, in "Russia.")

The war is having a tremendous educational effect upon Russia. Tens of millions of men have been drawn to the front, of whom hundreds of thousands have been employed as chauffeurs, as mechanics, and as labourers in connection with the building of bridges, field kitchens and hospitals, sanitary systems, and entrenchments. Vast numbers of men from the interior of the country have had the chance, while convalescing from wounds, of seeing the larger cities of their own land; others, captured by the enemy, have been put to work on the building of bridges and railroads and in the operation of machinery. The mind of the Russian peasant has extraordinary

powers of observation, assimilation, and imitation, and the impressions it has received from these new contracts will have a strong and lasting effect upon the progress of the country. The peasant has come to realize the efficiency of modern machinery; and this alone is certain to bring about wholly different conditions after the war. As soon as the ports of Russia are opened all sorts of machinery can be introduced to meet the needs brought about by the combination of the new mechanical knowledge and the increase in the cash capital of the people. It is quite certain that no other country will derive such direct commercial and economic benefit from the war as will Russia. The greater part of her stupendous natural wealth has heretofore lain dormant, owing to the lack of adequate appliances, implements, and machinery for its development. Before the war, the buying capacity of the Russian peasant being practically next to nothing, he could not afford to purchase the implements necessary to get greater returns from the land. With the purchasing capacity of the peasant population increased by hundreds of millions of dollars, the result will be a greatly enlarged use of modern machinery. This means, so far as agriculture is concerned, that the land will yield very much more than it did under the old peasant system of tillage. And this, in turn, will mean a further increase in the buying capacity of the peasants.

Again, the mind of the Russian peasant has been turned to the safety and comfort which follow the introduction of proper sanitary and hygienic equipment in the home. As an illustration of the effect to be anticipated may be mentioned the instance of an old Russian, speaking only his own language and quite illiterate, who, upon returning to Russia after a short visit to England, immediately equipped his house with two separate and complete bathrooms with all accessories, one for his own personal use, and the other for the use of the rest of the family. The peasants are beginning to buy steel knives and forks to take the place of their former wooden ones; they buy better dishes and kitchen utensils, more up-to-date clothing, phonographs, even jewellery—in short, everything they can afford which goes to make life more comfortable and enjoyable. This rapidly-spreading desire for improvement, for new and better conditions, starts in the interior of the peasant hut, continues through every stratum of society, through the municipal governments, and up to the civic bodies of the greatest cities of the country—and concurrently, through every phase of commercial activity, from the humblest peasant workshop to the greatest industries in the manufacturing centres.

There are hundreds of towns and thousands of villages (many of the latter are so large that they would be considered towns elsewhere) which have no pavements, no tramways, no lighting systems, no water supply or drainage systems. When one considers these facts in the light of the pervading, strong desire throughout the country for modern comforts, and takes into consideration the greatly increased purchasing power of the country—it is then that one begins to realize the vast field for the manufacture and import of the multitude of products required to satisfy the new demands of the country. Certain articles Russia can supply for herself as soon as proper machinery can be brought in to make them. But hundreds of kinds of other articles, which Russia cannot herself make for many years to come, will have to be imported in increasing quantities. In short, there is a population of 180,000,000 people, strongly desiring improvements, and with cash to pay for them, awaiting the enterprise of capital and manufactures.

For another illustration of the effect that the present war is having upon Russia, attention may be directed to the general progress which occurred within two years after the Russo-Japanese war. Russia not only recovered quickly from the strain of that war, but promptly showed immense increase in her industrial growth and general trading, as reflected by the strong increase in her imports and exports. This result was most fully taken advantage of by Germany, which had closely followed the advance made by Russia. Germany realized the possibilities and went thoroughly into the situation. The result was that after the war Germany's trade with Russia almost doubled each year, while that of Great Britain not only showed an increase in

but few directions, but in many instances actually decreased. If these results followed the Russo-Japanese war, which was waged far from the industrial centres of Russia, much greater will be the results of the present war, which is exerting such a vastly greater educational influence on the country at large.

The possibilities in the development of Russia's stupendous natural wealth, and in the introduction of the requisite industries after the war, are vast beyond conception. These possibilities include such enterprises as the great project already decided upon by the Government building 8,000 versts (about 5,333 miles) of railways a year for a period of five years; and the equipping of hundreds of towns with tramway, lighting, water supply, and drainage systems. These alone mean that there must be supplied hundreds of thousands of tons of steel rails, together with locomotives, cars, tram-cars, power stations, repair shops, hydraulic plants, motors, generators, lathes, drill presses, etc. This great demand for iron and steel opens a rare opportunity for further development of Russia's vast mineral wealth, and for the introduction of all the large and varied lines of machinery required in the conversion of the ore into the finished articles.

Another item not to be overlooked is the erecting of the large number of offices which will be required to accommodate the large staffs of employees. These buildings, in many cases, will be constructed of concrete, the use of which for building purposes is becoming quite wide in Russia. For the equipment of these buildings there will be required a great supply of heating and ventilating plants, piping, radiators, etc., as well as a large quantity of office furniture and office appliances.

IMPORTS OF COMPETITIVE MERCHANDISE INTO NEW ZEALAND IN 1916.

• (*The Board of Trade Journal*).

The following information respecting trade in competitive merchandise with New Zealand in 1916 is taken from the recently issued report for 1916 on the trade of the Dominion, by Mr. R. W. Dalton (H.M. Trade Commissioner in New Zealand):—

The total imports into New Zealand in the year 1916 were valued at £26,339,283 as compared with £21,728,834 in the previous year, an increase of £4,610,449, or about 21 per cent.

Competitive and Non-competitive Imports.—The statistics of the import trade of New Zealand have been analyzed in order to arrive at an idea of the amount of trade for which United Kingdom manufacturers can compete, and to eliminate those goods for which they cannot compete owing to natural causes. It should be clearly understood, however, that goods have been included as competitive when, although the trade done in them by the United Kingdom does not compare in size with that done by other countries, the goods themselves are such as could be manufactured in the United Kingdom, even although manufacturing conditions would have to be considerably altered to admit of such manufacture.

The following table shows the value of the various classes of goods imported into New Zealand in 1915 and 1916, distinguishing between competitive and non-competitive merchandise:—

	Competitive.		Non-Competitive.		Totals.	
	1915.	1916.	1915.	1916.	1915.	1916.
	£	£	£	£	£	£
Foodstuffs of animal origin.....	162,512	169,768	23,858	9,806	186,370	179,574
Foodstuffs of vegetable origin and common salt.....	449,102	530,694	1,930,018	1,755,266	2,379,120	2,285,960
Beverages (non-alcoholic) and substances for.....	99,709	106,376	486,145	441,025	585,854	547,401
Spirits and alcoholic liquors.....	399,498	677,504	143,994	195,964	543,492	873,468
Tobacco and preparations of.....	532,588	715,382	1,288	2,440	533,876	717,822
Live animals.....	17,549	6,619	17,052	17,357	34,601	23,976
Animal substances (mainly unmanufactured) not being foodstuffs.....	4,594	7,440	51,746	35,246	56,340	42,686
Vegetable substances and non-manufactured fibres.....	425,200	383,161	175,775	154,176	600,975	537,337
Apparel.....	2,197,677	2,878,312	6	11	2,197,683	2,878,323
Textiles.....	2,491,628	3,933,557	46,745	42,299	2,538,373	3,975,856
Fibres, manufactured.....	86,082	125,379	337,077	337,156	423,159	462,535
Oils, fats and waxes.....	143,086	231,371	708,368	857,281	851,454	1,088,656
Paints and varnishes.....	165,249	230,700	.....	.....	165,249	230,700
Stores and minerals used industrially..	21,175	26,759	354,835	198,995	376,010	225,754
Specie.....	.....	.....	1,070,114	1,293,880	1,070,114	1,293,880
Metals manufactured and partly manufactured, and ores.....	265,362	339,375	26,075	26,723	291,437	366,098
Metal manufactures, other than machinery.....	2,403,042	2,589,784	.....	.....	2,403,042	2,589,784
Machinery.....	1,050,109	1,186,899	.....	.....	1,050,109	1,186,899
India-rubber and manufactures of, not including tires.....	49,591	47,551	.....	.....	49,591	47,551
Leather and manufactures thereof, including substitutes.....	225,544	329,757	19,545	6,704	245,089	336,461
Timber.....	.....	.....	305,685	166,817	305,685	166,817
Wood, cane and wicker manufactures..	71,429	79,370	27,035	26,803	98,464	106,173
Earthenware, china, glass, stoneware, cements and cement materials.....	306,618	413,055	385	351	307,003	413,406
Paper.....	436,320	603,630	.....	.....	436,320	603,630
Stationery.....	416,410	514,397	238	13	416,648	514,410
Jewellery, timepieces and fancy goods..	338,613	440,963	.....	.....	338,613	440,963
Optical, surgical and scientific instruments.....	170,333	276,192	.....	.....	170,333	276,192
Drugs, chemicals and druggists' wares..	520,022	740,652	160,460	151,245	680,482	891,897
Manures.....	273,718	210,128	202,866	131,535	476,584	341,663
Miscellaneous.....	1,915,478	2,698,808	1,286	4,603	1,916,764	2,693,411
Total.....	15,638,238	20,483,587	6,090,596	5,855,696	21,728,834	26,339,283

It will be seen that, whereas competitive imports showed an increase in 1916 as compared with 1915 of about 30 per cent, non-competitive imports declined by about 4 per cent during the same period. Increases in competitive imports were fairly general throughout the various classes, but the most pronounced increase was in the soft goods trade, the increase in the imports of apparel and textiles alone being over £2,000,000; while the increase of motor-cars and tires accounted for a further £500,000. The decrease in the imports of non-competitive goods was due mainly to the falling off in the imports of timber from Australia, and in imports of manures, as well as to the fact that the special imports of wheat in 1915 were not required in the later year.

The following table shows the value of the imports from the United Kingdom, Australia, Canada, the United States, Japan, and Germany, divided according to whether they were of a competitive or non-competitive character:—

From	Competitive.		Non-Competitive.		Total.	
	1915.	1916.	1915.	1916.	1915.	1916.
	£	£	£	£	£	£
United Kingdom.....	10,347,248	12,985,568	276,178	328,020	10,623,426	13,313,588
Australia.....	986,231	1,184,333	1,799,943	1,894,846	2,786,174	3,079,179
Canada.....	592,310	733,086	203,307	28,019	795,617	761,105
United States.....	2,064,938	3,456,852	797,599	1,011,954	2,862,537	4,358,806
Japan.....	288,298	554,170	60,373	62,616	348,671	616,786
Germany.....	48,469		39,815		88,284	
Other countries.....	1,310,744	1,569,578	2,913,381	2,640,241	4,224,125	4,209,819
Totals.....	15,638,238	20,483,587	6,090,596	5,855,696	21,728,834	26,339,283

Tobacco and Preparations thereof.—The imports of cigarettes increased from 577,669 pounds, valued at £189,023, to 979,515 pounds, valued at £318,995. Practically the whole of this increase was in imports from the United Kingdom. There was also a large increase in the imports of cut tobacco from the United Kingdom.

The majority of packed tobacco smoked in New Zealand is packed in cut slices in flat tins of 1½ or 2 ounces, and the price generally charged for all brands is 1s. per tin. The trade is a specialized one and is strongly held. Mixtures of United Kingdom manufacture sell only to a very limited extent, partly because their prices is high and partly because taste in the Dominion runs much more to flake tobaccos. The cigarettes which have the widest sale are packed 10 in a carton with paper mouthpieces; the cartons have their own distinctive colours by which they are sold. A tobacco manufactured in New Zealand is now being sold; this is packed in small cotton bags of two ounces similar to those used for Boer tobacco, which the tobacco itself also resembles.

Apparel.—In spite of a decline in the percentage of the total trade in this class held by the United Kingdom, namely, from 81 per cent in 1915 to 76.9 per cent in 1916, the position is still very satisfactory, so far as total figures are concerned. There are, however, notable weaknesses; for instance, taking the headings gum boots, corsets, gloves, ribbons, and crape, it will be found that of the total trade in these lines the share of the United Kingdom is only about one-quarter; taking the above headings again and adding to them hosiery, buttons, tapes, hats and grindery, it is found that, while imports of all these goods amounted in value to about one-third of the total value of imports classed as "apparel," the share of the United Kingdom in imports of these particular goods is only about one-third.

The most important item in this class is the composite heading apparel and ready-made clothing not elsewhere enumerated, of which the total imports were valued at £1,221,722; the imports from the United Kingdom increased by about 25 per cent to £1,056,290; imports from Japan increased from £16,254 to £60,112; and imports from the United States from £25,923 to £45,694. There has been a considerable trade from Japan recently in silk shirts and blouses, and, generally speaking, the goods are satisfactory, but there is some complaint that deliveries are not to sample. A great many of the ready-made suits bought locally are of New Zealand manufacture.

American firms have materially increased their trade in boots and shoes since the war, but Mr. Dalton is informed that it is most likely that the trade will automatically revert to the United Kingdom when manufacturers are in a position to supply. The United Kingdom's share of the trade in gum boots, for which there is a considerable demand, is insignificant.

There is no reason why United Kingdom firms should not get a much increased share of the trade in corsets. Corsets of British manufacture are not sufficiently advertised, however, and there is not the same inducement given to retailers to push their sale. The tendency to purchase American corsets is, nevertheless, declining.

Imports of hats from Japan increased, largely due to extensive sales of imitation Panamas made of paper. There was a falling off in imports from the United Kingdom and Italy. American trade is almost solely in very high-priced hats.

Japan has been supplying good lines in hoof and horn buttons since the war, in addition to the pearl buttons in which she did a considerable trade prior to the war.

Both American and Japan have materially increased their trade in hosiery. The former has done a big business in ladies' silk and lisle hose. Prices of American goods in these lines are reasonable; the increase in the trade is probably due to a great extent to the prosperous conditions existing in the Dominion. Japan's chief trade is in underwear; prices are very low, and, considering the prices, qualities are good; shapes and sizes are satisfactory and although there is complaint in some quarters as to unsatisfactory deliveries, most dealers would appear to be well pleased. There is little doubt that the market has been overstocked. It is anticipated that the trade will live after the war unless something unexpected happens. Japan has done little in socks and stockings. Though some deliveries of golf stockings have been made, they are not considered quite satisfactory.

The trade in gloves has increased considerably. There is a large sale of fabric gloves, and there would be an opening for a good British line. Switzerland has been selling these gloves during the past year.

Textiles.—In this class, as in the preceding class, the United Kingdom's share of the total is very satisfactory, but there are items in which the position of British trade is weak; in silks, satins, velvets and plushes the imports from the United Kingdom were valued at £20,492 out of a total of £293,101; in mattings and rugs, other than woollen the total imports amounted to £54,448, and the imports from the United Kingdom to £26,494.

The chief articles in this class are piece-goods and drapery. In cotton piece-goods, the imports from the United Kingdom increased from £885,342 to £1,395,927 those from Japan from £16,215 to £64,768, and those from the United States £68,719 to £100,323. The chief article imported from Japan was grey calico, of which large quantities at cheap prices have been sold; but it is stated that the make is not very suitable to the market, as it is too light and open in texture, and probably the trade will revert to the United Kingdom. Japan has also supplied large quantities of towels in the piece, the quality of which is very poor, but prices are correspondingly low. Some firms are of the opinion that the trade will live, but the majority appear to think that after the war it will revert to the United Kingdom. There is nothing distinctive about this towelling, except in price. Japan has also done a certain amount of trade in cheap prints—blues and greys—for overalls, shirtings, etc. The trade with the United States has been chiefly in furnishing fabrics and prints; the former include a wide range of shadow cloths and similar lines. In the latter, some very distinctive designs have been shown for some time in prints for casement curtains, etc., and these have sold well in all parts of the country. Latterly, the mills which have been offering these prints, have also offered dress prints. So far as the print trade is concerned, it is generally conceded that America cannot compete with the United Kingdom, and that the majority of the trade will revert to British mills.

There was a large increase in the imports of silk piece-goods, due partly to the high price of woollen goods and partly to the general prosperity of the country which led to an active demand for silks. Imports from Japan increased from £91,609 to £129,200, while those from China increased from £24,872 to £49,315, and those from France from £37,213 to £48,217; the imports from the United Kingdom increased, and in 1916 amounted to £20,492.

The value of the imports of woollen goods increased from £342,325 to £841,821. while the imports from the United Kingdom increased from £322,461 to £824,688. The local mills are producing increasing quantities of the goods required in the Dominion. It is stated that they now supply the majority of the men's suitings, but that the finer shades and qualities of ladies' dress goods are chiefly imported.

Japan has materially increased her trade in the Dominion in rugs and mats. The lines offered from that country are chiefly grass and sea grass mats and squares, and these have been widely bought.

Metal Manufactures, other than Machinery.—As was only to be anticipated, British manufacturers have lost ground in the trades covered by this class. A good deal of this loss is due to dealers having to purchase the products of other countries against their will, but there are a few lines in which the goods which have been supplied are capable of holding their own on their merits, even in normal times. It will, therefore, require a display of energy and adaptability if British manufacturers are not to lose, permanently, trade in this market which they formerly held.

In bolts and nuts, the imports from the United Kingdom decreased from 27,391 cwt. to 24,282 cwt., while the imports from the United States increased from 1,761 cwt. to 3,831 cwt. American bolts and nuts are very much cheaper than British, but, allowing for this difference in price, the British article is recognized to be a much superior article which would usually be preferred. Imports of brass plate and sheet from the United Kingdom showed a large increase, while imports from the United States declined. Germany's share of the trade in metallic capsules has passed to the United Kingdom. In fencing stables, American trade increased, and there was also a considerable increase in imports from Canada. In ordinary fencing wire, the United States supplied the greater part of the trade, but the imports from Canada increased. The whole of the fencing trade requirements in New Zealand demand consideration from the firms in the United Kingdom.

In hardware, hollow-ware and ironmongery, not otherwise enumerated, there were considerable increases in the imports from Canada, Australia, Sweden, Japan, and the United States. Probably the most notable line in which developments have taken place is enamelled ware. The difficulty in obtaining supplies from the United Kingdom has enabled other countries to develop this trade. The greater part of the growth in imports from the United States is probably due to the increased trade in files, screws, etc. The United States has been supplying good selling lines in pliers, such as formerly came from Germany, and has also entered the trade in sheep's earmarkers.

Mr. Dalton considers that the United Kingdom trade in general hardware lines is not what it ought to be. The manufacturers are too much inclined to satisfy themselves with making a good article and leaving the article to sell itself.

Imports of galvanized and corrugated sheets, for which the demand is very great, showed a large decrease. Imports from the United States increased from 8,072 cwt. to 10,579 cwt., but it would seem almost certain that when supplies are again available the trade will revert to the United Kingdom.

Owing to the war, Canada has done a very large business in wrought iron tube 6-inch/ and under in internal diameter. In 1915 very large quantities of this tube were placed on the market at low prices.

The German trade in oil lamps has apparently passed into American hands, the trade from the United Kingdom having gradually declined since the outbreak of war, while that of the United States has shown a considerable increase. There seems to be no reason why United Kingdom firms should not secure more of this trade, which includes both inside lamps and hand lanterns. The United States supplied 1,655 electricity meters as compared with 191 in 1915.

There has been a considerable increase in the imports of small nails and tacks from the United States. In wire nails, Canada is taking the place formerly held by the United States.

The United States supplies the majority of the spraying pumps which are imported, but there is a locally manufactured article which is selling well. This, of course, refers to pumps which are known as bucket pumps and knapsack pumps for hand work. The large pump, petrol driven, which is used in the big orchards in the commercial fruit-growing districts, is an American article. It is horse-drawn, with a motor of $1\frac{1}{2}$ horse-power, and costs about £120. British manufacturers do not apparently cater for the trade in the motor-driven pump, though they do supply some of the hand pumps.

The trade in oil stoves is largely in the hands of American and Swedish firms. The American stove is sold by the oil companies as a means of cultivating a demand for their oils. The trade in stoves and ranges other than gas and oil also increased, but the majority of these are now supplied by local manufacturers.

In tinsmith's furniture and fittings there has been a large increase in imports from Australia—the majority of these imports probably consisting of fittings for articles used in dairy factories.

Machinery.—In those trades in this class in which the position of British firms is unsatisfactory, the reason is to be found chiefly in one or more of the following facts: (1) That British manufacturers have not examined the development of the Dominion; (2) that if they knew of the development they have either not realized its importance or have not attempted to cater for it, but have persisted in offering unsuitable lines; and (3) that their selling campaigns are not adequate. Mr. Dalton says he can quite understand that firms may not find it profitable to manufacture certain lines exclusively for the New Zealand market, if those lines are different from their standard designs. If this is so, however, it would, in his opinion, be better for themselves and for the reputation of British trade in general to refrain from offering lines which are unsuitable, or from offering suitable goods in such a manner as would seem to indicate that it was immaterial to them whether they got the trade or not. As it is, British manufacturers are continually being compared with American manufacturers to the disadvantage of the former. The fact is, of course, that the American manufacturers supply machinery which is similar to that made for their own home conditions, and it is, therefore, not particularly enterprising of them thus to supply New Zealand's needs.

Paper.—There has been a great shortage of printing paper in New Zealand during the past year, though the imports in 1916 were greater in quantity than those of 1914. The imports from the United Kingdom increased from 85,534 cwt. in 1915 to 96,551 cwt. in 1916, while those from Canada declined from 260,739 cwt. to 213,524 cwt. The shortage has been chiefly felt in newsprint. Imports of writing paper were very much larger than in 1915; imports from the United States alone increased from £1,459 to £20,789.

The United States has taken the chief place in the supply of materials for cardboard box making, the imports of which showed an increase. The United States has also taken the chief place in the trade in butter paper. It is understood, however, that the parchment paper from America has not been at all satisfactory. There would be a great scope for British paper of this class if it could be obtained in sufficient quantities. So far as Mr. Dalton knows, no British parchment for butter packing has yet been offered in New Zealand.

CURRENT EVENTS OF INTEREST IN SOUTH AMERICA.

Mr. George Mallett, of Valparaiso, Chile, has submitted the following notes on trade happenings in South America:—

Chile.

MARITIME STRIKE.

The maritime strike on this coast has been quelled, except in the nitrate ports of Antofagasta and Iquique, where German agitators are doing their worst to hamper the shipment of nitrate for the Allies. The Army and Navy are bravely working cargo to keep the trade moving. One conscript was killed, and two badly wounded by the explosion of a bomb last week while discharging a car of nitrate at Gibbs & Co.'s stores in Antofagasta. A German has been arrested on strong suspicion.

NEW INDUSTRY.

A discovery was made some time ago on a farm known as Longotomas in the southern interior of a rich deposit of kaolin with other useful elements for the manufacture of chinaware.

At the suggestion of one of the owner's sons who had the good fortune to receive considerable industrial education in England, samples of the kaolin were sent to Japan, with a view to ascertaining its probable value, and if satisfactory, to establish a china and porcelain industry in this country.

Senor Munoz Hurtado, the Chilean Consul in Japan, who took special interest in the subject, has delivered to Sir Ruiz (the owner) several objects manufactured from the samples of the material discovered.

These include small ornamental vases, cups, pudding basins, electrical insulators, etc., which are reported to be in every way equal to similar articles on sale in European markets.

Several merchants have proposed the formation of an industrial company to exploit this enterprise and he has already received offers from a powerful commercial firm, who are disposed to provide the necessary capital to establish a factory on a large scale.

The arrival is already reported of the technical staff and operatives from Japan, to take charge of the work.

EXPORTATION OF CEREALS.

Contrary to expectations of the public who were clamouring for legislation to prohibit the exportation of cereals the proximity of the European harvest and the absence of freights has produced an opposite crisis. Enormous stocks of wheat, barley and oats are on hand with prices rapidly falling.

The price of flour has dropped ten shillings per hundred pounds in a week.

Peru.

The National Naval Association are soliciting public subscriptions for the purchase of naval, land, and aerial armaments.

The labour strike continues in Callao.

New Issue of Paper Currency.

The *Junta de Vigilancia* has authorized the issue of "circulating cheques" of a total value of £500,000 (P) on certificates of deposits in gold in decimals of a pound,

or guaranteed by deposits in equal value by the industrial and commercial banks deposited in the treasury of the Junta at Lima, in gold coin (Peruvian or British) or in gold ingots in the proportion of 7 grammes 323 miligrammes of fine gold per £ P.

Nickel Coinage.

Authorization has been given for the issue by the State and the coining in the United States of nickel coin of a nominal value of £50,000 (P) in 20, 10 and 5 cents of a Sol. in the following proportion: £25,000 in 25 cents, £15,000 in 10 cents, and £10,000 in 5 cents.

The quality of the coin will be 75 per cent copper, 25 per cent nickel in the 5 cent coin and pure nickel in the 10 and 20 cents.

Bolivia.

Bolivia is probably one of the most favoured countries of the world in the matter of natural wealth, unequalled for variety and quantity of mineral elements.

For four centuries the world-famed silver mines of Potosi, Oruro, Huanchaca and Colquihuan have been disgorging their riches for the provision of current coin and luxurious decorative articles of the civilized nations.

Thirty years ago the exploitation of her tin mines was commenced, the development of which has placed her in the front rank of producing countries with an output of fifty thousand tons a year.

Bismuth is also a special line, as, according to the world's statistics, Bolivia takes first place as a producer of this valuable article.

The dormant riches of wolfram, copper and antimony eclipses all competitors.

News is just to hand of a mine situated in Tapacari, Cochabamba, from which there has recently been extracted and exported some seven tons of nickel of an approximate value of 20 thousand Bolivianos, and that the work is proceeding with decidedly exceptional prospects.

GOVERNMENT NOTICES AFFECTING TRADE.

Great Britain.

IMPORTS OF TIMBER FROM CANADA AND THE UNITED STATES.

(Board of Trade Journal.)

The Controller of Timber Supplies announces that in addition to arrangements previously announced, applications for licenses to import timber from Canada and the United States will now be recommended to the Department of Import Restrictions on the following terms:—

Shipment—

- (a) In any unrequisioned space under deck of British or Allied liners or steamers.
- (b) In neutral steamers, subject to the approval of the Inter-Allied Chartering Executive, Holland House, Bury street, London, E.C. 3, to whom application for permission to charter must be made before application is made for a license to import.

Conditions—

- (a) The timber must not displace foodstuffs or munitions.
- (b) Shipment is to be made within three months of the application for import license, otherwise the license, if granted, will become void.
- (c) Importers must agree to be bound by the rules as to prices contained in the War Office letter of February 8, and by the communiqué to the press dated July 20 (see p. 181 of the *Board of Trade Journal* of July 26).

These rules provide that in the case of softwood the timber may be sold by the importers at its cost price delivered to store, plus 10 per cent, provided that the price so calculated does not exceed by more than a third the prices current during the last week of January, 1917, for softwood of similar quality and description in the same locality. The timber may be sold by persons other than the importers at prices which are in accord with the foregoing proviso.

Japan.

RELAXATION OF EXPORT RESTRICTIONS.

Under date of September 1, Mr. E. F. Crowe, Acting Canadian Trade Commissioner, Yokohama, writes:—

“Under an Order of the Department of Agriculture and Commerce published in the *Official Gazette* of August 11, 1917, the exportation of the following articles from Japan from August 25, 1917, will be permitted provided the special authority of the department has been obtained, viz.:—

(1) In the case of the following articles applicants must furnish particulars as to the names, quantities and destination of the consignments which they desire to export:—

Tinned, iron and steel plates.

(2) In the case of the following articles, applicants must furnish particulars as to the names, quantities, port of export and destination, of the consignments which they desire to export, and the name and address, as well as the trade name of the consignee:—

Copra.

Cocoanut oil.

Under an order (No. 21) of the Department of Agriculture and Commerce published in the *Official Gazette* of September 5, 1917, the exportation of the following articles from Japan from September 20 will only be permitted provided the special authority of the minister of that department has been obtained. Persons desiring to obtain permission to export such goods must furnish particulars as to the names, quantities and destinations of the consignments which they desire to export:—

Pulp for paper-making.

Printing paper (excluding Zara-shi, i.e., rough surfaced paper).

Sulphate of ammonia.

Superphosphate of lime.

Compound fertilizers containing as one of their ingredients either sulphate of ammonia or superphosphate of lime, or nitrate of soda.

TARIFF CHANGES AND INTERPRETATIONS.

New Zealand.

The following customs decisions issued on July 18, 1917, by the New Zealand Customs Department, Wellington, have been forwarded by the Canadian Trade Commissioner, Mr. W. A. Boddoe:—

NOTE.—“Not otherwise enumerated” appears as n.o.e.; “other kinds” as o.k.; “articles and materials suited only for, and to be used solely in, the fabrication of goods in the Dominion” as a. & m.s. Articles marked thus † are revised decisions.

Record.	Goods.	Classification under Tariff and Item No.	Rate of Duty.	
			General Tariff.	Preferential Surtax on Foreign Goods.
†3/299	A. & m.s., viz :— Belt-clasps, split rings, and hooks, bronzed, for the manufacture of Boy Scout belts.	As a. & m.s. (482).....	Free.	
3/353	Card-holders, also card-holders and drawer-pulls combined, specially suited for the manufacture of index, stationery and similar cabinets.			
8 38	Felted textile known as “Loom Felt,” specially suited for insulating hot- water services.			
4/44/4	Culture media, peculiar to use in the culture of bacteria.	As n.o.e. (483).....	Free.	
10/20/2	Onions, dehydrated.....	As vegetables, dried (29)...	20 per cent..	10 per cent.
13/59	Slates, drawing.....	As fancy goods and toys (127).	20 per cent..	10 per cent.
11/32/17	Tool-boxes, japanned metal, plain empty (claimed to be parts peculiar to motor-cars, because ready-holed for attachment to running-boards).	As japanned metal ware (186).	25 per cent..	12½ per cent.

Venezuela.

(Board of Trade Journal.)

The Board of Trade are in receipt, through the Foreign Office, of copies and translation of three Venezuelan decrees published in the *Gaceta Oficial* for the 1st August, in virtue of which the undermentioned articles, when imported into Venezuela, are to be declared in the consular invoice, and to pay duty, as shown below:—

Article.	Declaration for Consular Invoice.	Class of the Tariff under which dutiable.	Total Import Duty (including surtaxes).
Fly-traps (whatever may be the material of which made).	Aparatos atrapa-moscas.	Free	—
Prepared ribbons and paper for killing flies.	Cintas [or papel] para matar moscas.	Free	—
Wooden cases for printing purposes.	Cajas de madera para imprenta.	Free	—
Wooden presses for printing purposes.	Chibales de madera para imprenta.	Free	—
Paper ribbon, eleven centimetres in width, with lateral perforations, used in "Monotype" printing machines.	Tiras de papel de once centímetros de ancho, con perforaciones laterales que se emplean para el funcionamiento de las máquinas de imprenta, sistema "monotipo."	Free	—
Oxygenated water (hydrogen peroxide).	Agua oxigenada.	II.	<i>Bolivares</i> Per kilog. (gross). 0·157
Typewriters	Máquinas de escribir.	II. plus 50 % specific.	0·282
*Fish and shellfish, not specified, however prepared.	Pescados [or mariscos], no especificados, cualquiera que sea su preparación.	II. plus 80 % specific.	0·235
Raw cork, cork sheets, and cork dust.	Corcho: en bruto, or en planchas, or en picadura.	III.	0·391
Pipe expanders	Ensanchadores de tubos.	III.	0·391
Demijohns with metallic covering.	Garrafrones con envoltura metálica.	III.	0·391
Acetylene gas.	Gas acetileno.	III.	0·391
Residue of vegetable oils.	Heces de aceites vegetales.	III.	0·391
Hack saw blades.	Hojas para seguetas.	III.	0·391
Hack saws.	Seguetas.	III.	0·391
*Food in the form of powder, of glutinous paste or of extracts of animal substances, not specified in other classes.	Alimentos preparados: en polvos or en pastas glutinadas, or en extractos de sustancias animales—no especificados en otras clases.	III. plus 50% specific.	0·587
*Food prepared from vegetable matter, not specified.	Alimentos preparados de materias vegetales, no especificados.	III. plus 50% specific.	0·587
*Sweets of all kinds.	Dulces [de todas clases].	III. plus 50% specific.	0·587
*Fruits in syrup or in their own juice.	Frutas en aluibar or en su jugo	III. plus 50 % specific.	0·587
*Dried fruits.	Frutas pasadas.	III. plus 50 % specific.	0·587
*Dried fruits in their shell.	Frutas secas con cáscara.	III. plus 50 % specific.	0·587
*Prepared grains and vegetable.	Granos or hortalizas or legumbres—preparados.	III. plus 50 % specific.	0·587

* This decision takes effect as from the 1st September, 1917.

Article.	Declaration for Consular Invoice.	Class of the Tariff under which dutiable.	Total Import Duty (including surtaxes).
Copper wire covered with animal or artificial silk, wool, cotton, or any other material, for making hats and clothes.	Alambre de cobre forrado de seda animal <i>or</i> seda artificial, lana, algodón <i>or</i> otra materia (<i>as the case may be</i>), para la confeccion de sombreros y trajes.	IV.	1.174
Iron wire covered with animal or artificial silk, wool, cotton, or any other material, for making hats and clothes.	Alambre de hierro forrado de seda animal <i>or</i> seda artificial, lana, algodón <i>or</i> otra materia (<i>as the case may be</i>) para la confeccion de sombreros y trajes.	IV.	1.174
Inner tubes for automobile tires. . . .	Cámaras de aire o tipas de caucho para los neumáticos de automoviles.	IV.	1.174
Rubber sheets or rubber plasters for repairing automobile tires and inner tubes.	Caucho en láminas <i>or</i> en parches (<i>as the case may be</i>) para la reparacion de los neumáticos de automoviles y de las cámaras de aire.	IV.	1.174
Cloths of artificial silk, either pure or mixed with cotton or linen, weighing over 150 grammes per square metre.	Telas de seda artificial, pura [<i>or</i> mezclada con algodón o lino], cuyo peso por metre aadrado exceda de 150 gramos.	VII. plus 50 % specific.	11.741
Gold-plated metal-ware.	Artefactos de metal con bano de oro. .	VII. plus 5 % <i>ad val.</i>	} 7.828 plus 5 % <i>ad val.</i>
Gold-plated studs for collars, cuffs, and fronts of shirts.	Botones para cuellos, pmos y pecheras de camisa, con bano de oro.	"	
Gold-plated jewellery.	Prendas con bano de oro.	"	} 15.655 plus 5 % <i>ad val.</i>
Gold-plated watches.	Relojes con bano de oro.	VII. plus 5 % <i>ad val.</i>	

NOTE.—It is important to preserve the exact (Spanish) wording shown above under the heading "Declaration for Consular Invoice".

Australia.

ADDITION TO LIST OF RECOGNIZED "MACHINE TOOLS."

The *Commonwealth of Australia Gazette* of June 7 contains copy of By-law No. 366, dated June 1, 1917, which has been issued by the Commonwealth Department of Trade and Customs, and which provides for the admission of the undermentioned articles at the rate of duty provided for "machine tools and parts," which are recognized as such under departmental by-laws, viz.:—

For metal-working—

Drill-making and sharpening machines, pneumatic, for mining drills.

The duty payable on the importation of "machine tools and parts," when so recognized by the Department of Trade and Commerce, is as follows:—

Under the British Preferential Tariff—Free.

Under the General Tariff—10 per cent *ad valorem*.

NOTES ON FOREIGN TRADE.

Terms used in Australian Dry Goods Trade.

(Commercial Agent Stanhope Sams, Melbourne, United States Commerce Reports.)

Nearly all of the terms used in the clothing business in Australia are borrowed from the British usage, with some additions of local words and extensions of meaning. For instance, "dry goods" is seldom heard, the Australian term being "soft goods"; but the latter term generally applies only to piece-goods, with some inclusion of ready-to-wear articles. The house or shop that carries articles for men's wear is known as a "mercery" and never as a haberdasher's. "Haberdashery" here means what in America is covered by "notions"—small articles of all sorts.

Again, the shop that handles women's wear is known as a "draper's," and the organization composed of members of the trade is called the Master Drapers' Association. The "mantle" department is the one that handles women's coats and suits. The manager of the store or shop is known as director, and an "assistant" is a salesman.

"Warehouseman" does not mean a man or house that stores goods for others at rental or hire rates, but a wholesale dealer in "soft goods" and the like. The business of what is known in America as that of warehouseman is conducted in Australia by "bulk stores."

Business Tax in British Guiana.

(Board of Trade Journal.)

The *Official Gazette* of British Guiana of July 28 publishes an ordinance (No. 5 of 1917), assented to by the Governor of the colony on July 27, which has for its object the amendment of the Tax Ordinance of British Guiana, 1917, with which it is to be read and construed as one.

This ordinance, entitled the "Tax Ordinance, 1917, Amendment Ordinance, 1917," provides that in view of the local conditions consequent upon the war, there shall be levied, collected, and paid by all individuals, firms or companies carrying on business in the colony of British Guiana a tax of five per cent on all profits earned in the colony in excess of ten per cent on the capital employed in earning such profits, provided that where the profits in excess of ten per cent do not exceed 2,500 dols. such tax shall not be levied.

The estimate of the amount of profits earned in the colony, and of the amount of capital employed in earning such profits, shall be made in such manner and subject to such conditions as may be enacted by any ordinance passed by the Governor with the advice and consent of the Court of Policy, and the said tax shall be levied, collected and paid in such manner and subject to such conditions as may be prescribed by the said ordinance.

Designs in Blankets Favoured in Honduras.

(Consul Francis J. Dyer, Tegucigalpa, United States Commerce Reports.)

Prior to the outbreak of war in Europe Germany supplied practically all the blankets sold in Honduras, Great Britain having a small share in the trade. The Germans produced a cotton blanket designed to suit this trade for 1 mark (\$0.238 at normal exchange), which was very much less than American competitors could sell at. Now that the German supply is cut off, there is an opportunity for American mills to get this business, but the trade demands a style of blanket which North America has not produced.

Both cotton and woollen blankets are used here and elsewhere in Central America where the altitude gives a winter season with cool nights. A German style of blanket which met with much favour, especially with the poorer natives, has a picture of sleeping children with angels hovering over them, or of the Virgin watching over slumbering babies, vivid colours being employed. Blankets with red, yellow, blue, and green stripes at the ends were also popular.

Agents here would like to be able to show samples of blankets of the styles indicated above, and believe good business would result.

Hats for South and Central America.

(London Times Trade Supplement.)

If pains were taken to study the local markets and their requirements, there is no reason why the trade in British-made hats and caps should not become one of the valuable branches of commerce. Apart from the lower classes of Mexico, Bolivia, Colombia, and Venezuela, mainly Indians, who make use of no headgear but of their own manufacture from local grasses, practically all purchasers of hats and caps throughout South and Central America wear European or United States-made goods. Both German and North American manufacturers have made a special study of individual native tastes in headgear, with the consequence that they hold almost a monopoly of the trade. Yet it is everywhere recognized that "English hats" are always preferred, and many wealthy men insist upon having hats which they believe to be English but really are German with the English trade-mark copied and the lining or crown marked "made in England." It is surprising how cheaply these articles are sold, at prices which to the initiated at once stamp them as fraudulent imitations. One firm of British origin in Bolivia, which has always made a point of importing the cheaper-class made hats, has for years past been in the habit of selling 500 hats of various styles per month, but nearly all of these have been either of Italian or German make. The style most in demand throughout South and Central America is the wide-awake felt hat, with medium brim, and mostly in black. In a crowd of men it is always possible to notice the immense number of these hats being worn, especially on Sundays and feast days, in the colder months, while 90 per cent of the male population adopt the narrow-brimmed hard straw hat in summer. In Argentina, where there is a very heavy duty upon hats of all kinds, British-made felts, both hard and soft, are popular. English straw hats are also in demand among the wealthier classes, but the selling prices are almost treble those in vogue in this country. The wide-brimmed felt hat with beaver finish is largely worn in Venezuela, Colombia, and Chile, but up till lately the greater part of the imports have been received from Austria. As a rule, they are imported untrimmed. In Panama the trade in felt hats is considerable, but here the majority of the goods come direct from the United States. At one time British manufacturers made a bid for this market and supplied a very good selling article at a low price, the exports having risen from £400 in 1908 to £1,100 in 1910. Since then the supplies have fallen off, but the trade might be revived with little effort. Nicaragua and Honduras offer moderately good markets for the better qualities of felt hats and "sporting" caps of fancy cloths in darkish colours.

GENERAL TRADE NOTES.

(Kelly's Monthly Trade Review.)

CUBA.

Antilla.—Dealers in toys and novelties declare that German-made goods in this line are entirely exhausted, and that they in the future intend to place their orders in other countries.

Havana.—According to a new decree, applications for the registration of trade-marks must be published in the *Official Gazette*, and registration will only be granted after sixty days.

A correspondent writes that as a result of the marked prosperity in the island, arising from the enormous sugar production during 1916 with uncommonly high prices, the purchasing ability of the people is the highest on record. There is a considerable demand for almost everything and importers are complaining of the difficulty in obtaining supplies.

DOMINICAN REPUBLIC.

Guadeloupe.—Many sugar factories are now using motor trucks for transport, one-tons being most in vogue. A correspondent states that there is a good demand for such vehicles.

JAMAICA.

Kingston.—Importers of dried and salted fish, pickled herrings and mackerel, wheat flour, bags and sacking, tobacco and spirits, are open to place considerable orders with interested parties.

COLOMBIA.

Bogota.—We draw the attention of merchants and exporters, when sending goods to Colombia, to the importance of making a clear and plain statement of the value of goods exported, as in many cases where imported articles cannot speedily be classified under any tariff, the import duty is fixed at 60 per cent ad valorem.

ECUADOR.

Guayaquil.—Here is a general complaint of the enormous increase in the cost of such indispensable as milk, lard and meat. Especially the labouring classes complain of the increasing difficulties in obtaining the necessities of life. Condensed milk in tins, canned goods and lard packed in kegs, can be sold here in considerable quantities.

HONDURAS.

Belize.—Here is a great "famine" in leather goods and leather substitutes, and importers are complaining of the impossibility of obtaining supplies. The import duty on leather or leather substitutes is 15 per cent ad valorem.

We hear that medicines, drugs and patent medicines can now be imported into the country duty free.

PERU.

Callao.—A society has been formed here for the import of general merchandise and machinery, and catalogues and price-lists are wanted from European and American manufacturers.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending September 28, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	639,054	202,330	71,532		912,916
Consolidated Elevator Co.	376,932	100,296	19,653	30,984	527,865
Empire Elevator Co.	323,284	174,262	17,283	41,430	556,259
Ogilvie Flour Mills Co.	400,946	56,479	35,288		492,713
Western Terminal Elevator Co.	678,339	101,343	4,588	29,718	814,018
G.T. Pacific	623,062	367,347	25,616	15,669	1,013,694
Grain Growers' Grain Co.	398,403	337,473	20,397		756,273
Fort William Elevator Co.	58,099	29,989	37,657	9,352	135,057
Eastern Terminal Elevator Co.	28,456	97,912	4,068		130,436
Port Arthur—					
Port Arthur Elevator Co.	765,388	442,780	221,383	37,353	1,461,909
D. Horn & Co.	45,243	82,907	11,176	23,156	162,482
Dominion Government Elevator . .	797,103	609,656	31,066	51,498	1,489,323
Thunder Bay Elevator.	288,317	97,074	23,869	14,824	424,084
Total Terminal Elevators.....	5,422,626	2,699,848	523,581	249,014	8,895,069
Saskatoon Dom. Govt. Elevator.....	28,966	43,456			72,422
Moosejaw Dom. Govt. Elevator.....	70,585	18,727	641	70	90,023
Calgary Dom. Govt. Elevator.....	4,403	22,753	109	516	27,781
Vancouver Dom. Govt. Elevator.....					
Total Interior Terminal Elevators..	103,954	84,936	750	586	190,226
Depot Harbour.....					
Midland—					
Aberdeen Elevator Co.	49,713				49,713
Midland Elevator Co.		69,200			69,200
Tiffin, G.T.P.	1,000	1,530			2,530
Port McNicol.	409,416	32,676			442,092
Collingwood.					
Goderich.	429,850	44,185			474,035
Western Canada Flour Mills Co.	114,032	6,959			120,991
Kingston—					
Montreal Transportation Co.	92,318				92,318
Commercial Elevator Co.					
Port Colborne.	83,003				83,003
Prescott					
Montreal—					
Harbour Commissioners No. 1.	72,691	234,028			306,719
" " No. 2.	256,197	212,010	8,438		476,645
Montreal Warehousing Co.	488,492	232,522	9,083		730,097
Quebec Harbour Commissioners.	3,266	34,415			37,681
West St. John, N.B.	143,933	9,706	1,656		155,295
Halifax, N.S.	94,268				94,268
Total Public Elevators.....	2,238,179	877,231	19,177		3,134,587
Total quantity in store.....	7,764,759	3,662,015	543,508	249,600	12,219,882

NOTE.—There are 28,833 bushels U.S. corn and 2,845 bushels U.S. rye in store at the Harbour Commissioners Elevator No. 2.

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended September 28, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—				
No. 1 Hard	273,499	.....	63,095	336,594
No. 1 Northern	3,846,107	25,729	506,092	4,377,928
No. 2 "	420,170	11,710	405,671	837,551
No. 3 "	180,376	16,355	335,246	531,977
No. 4 Wheat	124,448	4,475	219,780	348,703
No. 5 "	16,508	2,062	93,306	111,876
No. 6 "	14,239	1,624	53,348	69,211
Other	547,279	41,999	561,641	1,150,919
Totals	5,422,626	103,954	2,238,179	7,764,759
Oats—				
No. 1 C. W.	13,172	.....	.....	13,172
No. 2 "	1,245,001	14,523	100,435	1,359,959
No. 3 "	359,229	.....	125,496	484,725
Ex. No. 1 Feed	543,294	19,313	27,359	589,966
No. 1 Feed	151,359	12,869	106,377	270,605
No. 2 "	168,635	3,971	51,435	224,041
Other	219,158	34,260	466,129	719,547
Totals	2,699,848	84,936	877,231	3,662,015
Barley—				
No. 3 extra C. W.	2,561	.....	.....	2,561
No. 3 C. W.	200,398	107	9,083	209,588
No. 4 "	145,233	4	5,949	151,184
Feed	93,255	.....	.....	93,255
Rejected	22,158	.....	2,489	24,647
Other	59,976	641	1,656	62,273
Totals	623,581	750	19,177	543,508
Flax—				
No. 1 Northwestern Canada	146,877	342	.....	147,219
No. 2 C. W.	51,627	162	.....	51,789
No. 3 "	6,852	12	.....	6,864
Rejected .....	.....	.....	.....	.....
Other	43,658	70	.....	43,728
Totals	249,014	586	.....	249,600
Corn .....	.....	.....	.....	.....
Total quantity in store	8,896,069	190,226	3,134,587	12,219,882

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators, and Public Elevators in the East on September 28, 1917, with comparisons for three years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>September 28, 1917.</i>			
Terminal Elevators.....	5,422,626	3,472,443	8,895,069
Interior Terminals.....	103,954	86,272	190,226
Public Elevators in the East.....	2,238,179	896,408	3,134,587
Total.....	7,764,759	4,455,123	12,219,882
<i>September 29, 1916.</i>			
Terminal Elevators.....	4,457,896	3,041,895	7,499,791
Interior Terminals.....	291,473	75,023	366,496
Public Elevators in the East.....	4,615,204	8,836,326	13,451,530
Total.....	9,364,573	11,953,244	21,317,817
<i>October 1, 1915.</i>			
Terminal Elevators.....	8,176,140	1,672,064	9,848,204
Interior Terminals.....	38,576	1,253	39,829
Public Elevators in the East.....	784,143	376,440	1,160,583
Total.....	8,998,859	2,049,757	11,048,616
<i>October 1, 1914.</i>			
Terminal Elevators	16,851,831	5,182,990	22,034,820
Public Elevators in the East.....	3,922,860	877,814	4,800,674
Total.....	20,774,690	6,060,804	26,835,494

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1349. A British merchant who imports large quantities of locust bean kernels either whole, split or broken, wishes to get into communication with Canadian manufacturers of cattle food. He wishes to purchase the kernels which are thrown out by cattle food makers because they are too hard and indigestible for their purpose.

1350. A member of an important firm in Buenos Aires, Argentine Republic, is in Canada for the purpose of making connections with Canadian manufacturers of the following articles: Agricultural and garden tools; woodenware, including household, sanitary, tables, chairs, ladders, camp-beds, etc.; household tinware and enamelled hollow-ware; rubber goods, including mechanical and domestic, also overshoes; lawn mowers; bath tubs; fibre-board, pulp-board, straw-board, heeling stock, etc.; twine, cordage, fibre matting; patent and calf leathers; canned fruits and vegetables; canned fish.

1351. **Machinery for treating cedar nut for butter-making.**—A firm in Russia wishes to obtain in Canada machinery suitable for treating the cedar nut for butter-making.

1352. **Foodstuffs.**—The buying agents for the largest co-operative groceries concern in France, including over 2,000 groceries, wishes to obtain supplies of various kinds of foodstuffs from Canada. Immediately they want 40,000 cases of Canadian jams, 50,000 cases of salmon, large quantities of codfish, cod liver oil, condensed milk,

beans, flour, cheese, glucose, canned meats, grains, etc. Quotations are asked for from Canadian exporters. Regarding grains they say that previous to the war they were dealing as brokers with one hundred and fifty mills in France.

1353. **Pyrites.**—A fertilizer company in the United States requires regular shipments of Canadian pyrites. Would purchase ten carloads weekly and would be glad to pay cash when loaded on cars if necessary.

1354. **Macaroni.**—A number of British firms who are large importers of macaroni wish to get into communication with Canadian producers of macaroni with a view to buying supplies.

1355. **Glucose, household soap, wood-pulp, paper, timber and lumber.**—An important French importing house wishes to secure from Canada supplies of the above-named articles.

1356. **Paper agency.**—A Liverpool wholesale paper distributor desires to secure the sole agency for paper mills making book and writing paper, grease-proof, parchments, newsprint, wrapping paper.

1357. **Roofing felts and builders' materials.**—A Liverpool firm wishes to receive prices and samples of roofing felts for present or after-the-war business. They also wish to hear from exporters of any line of builders' materials.

1358. **Macaroni.**—A London firm desires the addresses of Canadian manufacturers of macaroni.

1359. **Macaroni.**—A London company ask to be placed in correspondence with Canadian manufacturers of macaroni who can fill export orders.

1360. **Canned goods.**—A London firm of canned goods brokers would be glad to hear from Canadian packers of salmon, lobster, meats, extract of meat, fruits and vegetables, seeking brokers and agents.

1361. **Canned meats, vegetables, fish, pastes.**—A firm of wholesale dealers in foodstuffs in Paris and Bordeaux desires to open connections with canners of meat, vegetables and fish and manufacturers of alimentary pastes.

1362. **Agency—foodstuffs.**—A Paris commission house in the wholesale import business is disposed to accept agencies for France, particularly of all food products.

1363. **Wire.**—A British company handling metals wish to act as European selling agents after the war for a Canadian wire-drawing factory able to supply copper, steel and nickel wire and similar products.

1364. **Food products.**—A commission agent in Paris invites correspondence from exporters and producers of foodstuffs of all kinds.

1365. **Building materials.**—A commission merchant in Valparaiso, Chile, who has a large connection among the constructional engineering professions would like to make arrangements to represent Canadian manufacturers of building materials and all articles connected with the building trades.

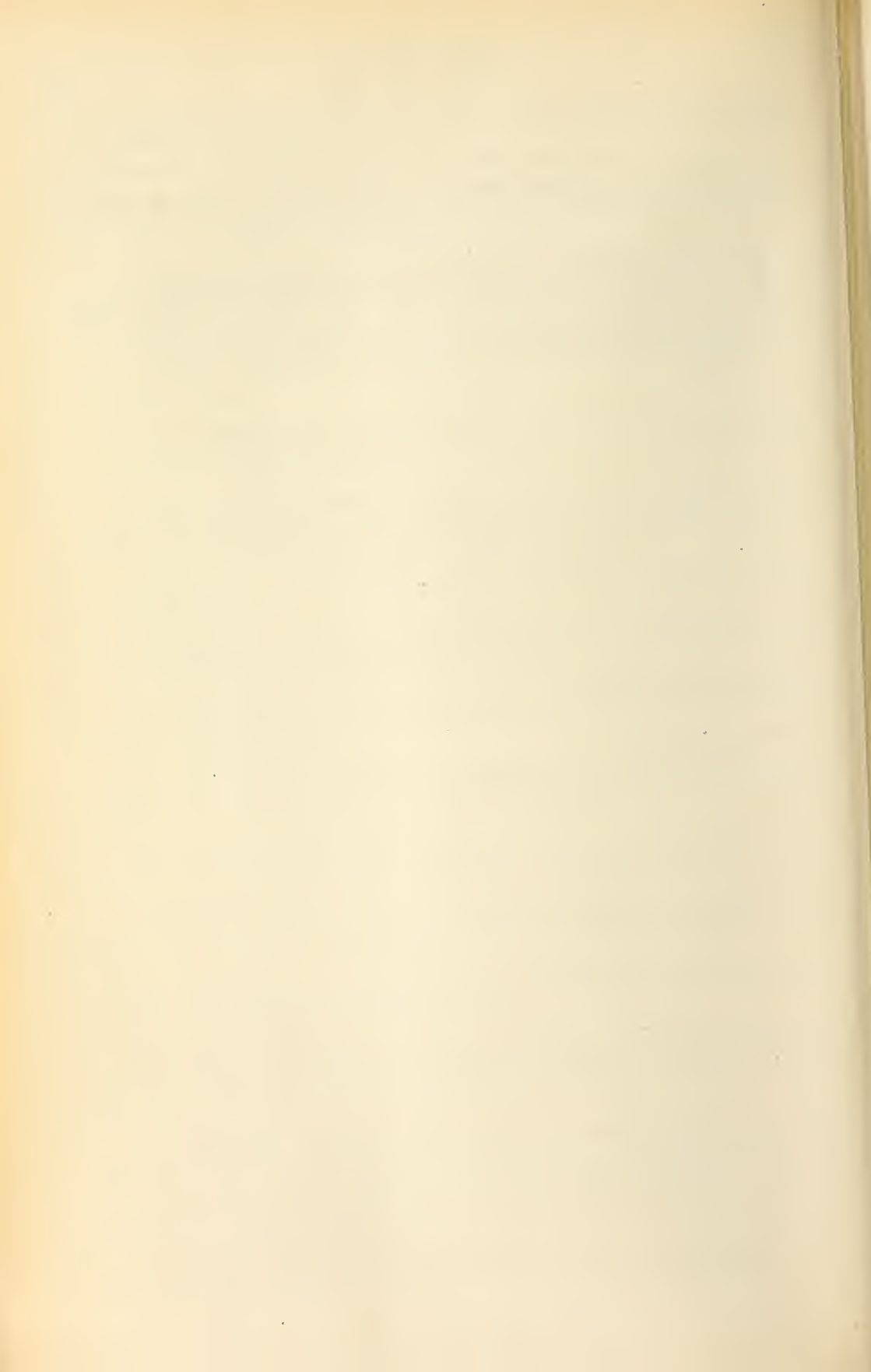
1366. **Chemicals.**—A firm in Genoa who handle chemical products are looking for caustic soda, 70/72 and 76/78; soda ash, 58 per cent; soda solvey, 98/100; silicate of soda neuter (glass) in lumps; bichromate of soda; bichromate of potash; acetic soda and resin, F.F.G.H. 1,000 tons of each and upwards are asked for. Quotations c.i.f. Italian ports would be preferred.

1367. **Metallic.**—A Genoese house interested in cobalt and stellite high-grade steel, and importers of same, is prepared to buy metallic cobalt and stellite.

1368. **Toys.**—A firm in Genoa which is one of the oldest and largest toy establishments in Italy is anxious to hear from Canadian manufacturers of same.

1369. **Castings and rolled steel.**—An engineer in Milan, with references in Great Britain and the United States, desires to hear from Canadian manufacturers interested in steel castings for railways and tramways cars, drums and discs for steam turbines, shafts for steamers and railway and tramway points and crossings.

1370. **Food products.**—A very important firm of food importers have sent a representative to Canada to arrange for supplies of Canadian food products. He will remain in Canada for some weeks and would like to get in touch with Canadian dealers in the following products: Condensed milk, canned apples, pears, peaches, corn, jams, corn starch, macaroni, rolled oats, maple sugar and clothes pins.



PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
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(Except France, Germany, United Kingdom and United States.)
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Commercial Intelligence Service.
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Monthly Reports.

- Census and Statistics. (*Free.*)
- Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

(Circulated within Canada only.)

Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

- Canada Year-Book. (*Price, \$1.00.*)
- Census Returns. (*Price of volumes vary.*)
- Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, Via Carlo Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskala, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostok, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

Commercial Intelligence Journal

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No. 716.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, OCTOBER 15, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, October 15, 1917.

No. 716

UNITED STATES EXPORT RESTRICTIONS.

LIST OF ARTICLES WHICH DO NOT REQUIRE EXPORT LICENSES EXCEPT WHEN SHIPPED TO GERMANY, HER ALLIES, OR NEUTRAL COUNTRIES OF EUROPE, ISSUED BY THE EXPORTS ADMINISTRATIVE BOARD.

The Exports Administrative Board has determined that under the president's proclamation of August 27, 1917, the following articles do not require an export license at present except when shipped to Albania, Austria-Hungary, that portion of Belgium occupied by the military forces of Germany, Bulgaria, Denmark, her colonies, possessions, or protectorates; Germany, her colonies, possessions, or protectorates; Greece, Leichtenstein, Luxembourg, the Kingdom of the Netherlands, Norway, Spain, her colonies, possessions, or protectorates; Sweden, Switzerland, or Turkey (excluding any portion of the foregoing occupied by the military forces of the United States in the war), or any territory occupied by the military forces of Germany or her allies.

Dates of Classification.

The board has further determined that if any of these articles are subsequently classified as requiring a license, nevertheless, they will in general be allowed to proceed without license when covered by ocean bill of lading or by railroad bill of lading marked "For export," dated on or before the date classified. There may, of course, be some special instances where for certain reasons the embargo will have to be effective immediately, regardless of when the goods were shipped, but these cases will be rare, and special attention will be called to them at the time publicity is given to the fact that they have been classified as requiring a license. All future classification lists will give the date of classification and will be given publicity, so as to minimize any question in the minds of shippers or carriers as to what articles do and what articles do not require a license.

Articles not Requiring License.

Following is the list of those articles which do not require license:—

Acetic acid.
Acetic anhydride.
Acetate of cobalt.
Acetate of lead.
Acetate of lime.
Acetate of soda.
Antipyrine.
Acetylene burners.
Acid (tartaric or hydrofluoric).
Adding machines.
Addressograph machinery.
Advertising matter.
Agricultural tools.
Air compressor and parts.
All aniline sulphur colors.
All aniline direct colors.
Aloin (drugs).
Almond oil.
Alum.

Aluminum paint.
Ammonia valves and pipe fittings.
Amorphous phosphorus.
Anise seed.
Antimony (black).
Antiphlogistine.
Arabicum paste powder.
Absorbent cotton.
Ammonia condensers.
Asphalt.
Arsenic.
Arsenic hide poison.
Asbestos.
Asbestos paper.
Asbestos pulp.
Attemptators.
Augers.
Automobiles and parts.
Auto mirrors.

Articles not Requiring License.—Continued.

- Auto lamps.
- Auto peds.
- Axes.
- Axles (wagon).
- Baking powder.
- Balata sheets (used for insulating).
- Baling press (steel).
- Bacillus bulgaricus.
- Ball bearings.
- Balsam tolu.
- Barbed wire.
- Bars, iron or steel (except tool steel, high-steel, or alloy steel).
- Baskets.
- Bathroom specialties.
- Benzidine.
- Benzaldehyde.
- Benzidine base.
- Benzidine sulphate.
- Benzo violet.
- Benzoic acid.
- Benzyl alcohol.
- Bauxite ore.
- Bouillon cubes.
- Beaver board.
- Burnt-sugar coloring.
- Beehive material.
- Beans.
- Beer.
- Beverage mixers.
- Bicycle supplies.
- Bismark brown.
- Bismuth subgallic.
- Black tire tape.
- Blades (hacksaw).
- Blowers and parts.
- Bichromate of soda.
- Boilers (range) for household purposes only.
- Bolts.
- Bolt clippers.
- Books.
- Borax.
- Boric acid.
- Braces.
- Brake shoes.
- Brake lining.
- Brick.
- Bromide soda.
- Bronzes (articles made of).
- Broom root and broom corn.
- Brushes.
- Builders' hardware.
- Bull rings.
- Calcii chlor.
- Calipers.
- Calcium carbide.
- Calcium chloride.
- Cameras and kodaks.
- Camphor.
- Candy.
- Caned chairs.
- Canned fruits, vegetables, paints.
- Capsules.
- Carbon (black).
- Carbon paper.
- Carbonate of magnesia.
- Carpenters' tools.
- Car seals.
- Carriage hardware.
- Casings, sausage and hog.
- Congo red.
- Celluloid.
- Calculagraph.
- Celluloid collars and comps.
- Cereals, except oat meal and rolled oats.
- Carbonic gas.
- Chair seats.
- Channel pins.
- Calcined magnesia (furnace cement).
- Charcoal.
- Cinchona bark.
- Chip board.
- Clips (paper).
- Choppers, food.
- Chrome alum.
- Chronometers.
- Chucks.
- Churns.
- Cocoa beans.
- Cigar boards.
- Collodion.
- Cinnamon.
- Copper paint.
- Citric acid.
- Clips, paper.
- Clocks.
- Cotton yarn.
- Cobbler's tools.
- Creoline.
- Cocoa.
- Creosote.
- Cocoa powder.
- Coca Cola.
- Coffee.
- Coffee substitutes.
- Coffin trimmings.
- Compressors.
- Conduit material.
- Cork-tipping bobbins.
- Corks.
- Corn (canned).
- Corn shellers.
- Cotton waste.
- Countersinks.
- Crackers, soda.
- Crane chain.
- Crayon (marking).
- Cream of tartar.
- Crusher repairs.
- Currycombs.
- Cutlery.
- Cyclometers.
- Dental supplies.
- Die plates.
- Delta turpurine.
- Dolls.
- Drugs (most synthetic, in moderate quantities).
- Dredging buckets (iron).
- Dried fruits.
- Driving chain.
- Dry color carbon black.
- Elevator repair parts.
- Elevator machinery.
- Enamel (enama'ine, gold, sapolin, toast-ers).
- Envelopes.
- Eosine.
- Epsom salts.
- Fan belts, except leather.
- Ferris alum.
- Fiberloid.
- Fiber brushes.
- Fiber tubing.
- Files (except abrasive files).
- Filing cabinets (metal).
- Fire clay.
- Flavoring extracts.
- Fleshing cylinder and blades.
- Formaldehyde.
- Flour mill and parts.

Articles not Requiring License.—Continued.

- Food choppers.
 Forges and accessories.
 Formalin.
 Formalyntol.
 Fruits, canned, dried.
 Fuller's carth.
 Furniture, office.
 Galvanized wire.
 Galvanized tiller rope.
 Gas machine and fixtures.
 Gentian.
 Gas pipe.
 Grate bars.
 Gum clemi.
 Gas tubes.
 Gauze, hospital.
 Gelatine capsules.
 German silver.
 Gilsonite (uintahite).
 Glass (fruit jars, common, shades, plate).
 Glacial acetic acid.
 Glauber salts.
 Glue.
 Gocarts.
 Gold enamel.
 Graders (road).
 Grain separators.
 Graphophones.
 Grass catchers.
 Grass seed.
 Grate bars (locomotive).
 Grindstones (if not driven by power).
 Gum acacia.
 Gum arabic.
 Gum cloth tape.
 Gum olibanum.
 Gum opium.
 Gum tragacanth.
 Hair goods (not wool).
 Hammers and hatchets.
 Hand-power crane.
 Harvester parts.
 Hay presses.
 Hinges.
 Hoes.
 Hog casings.
 Honey.
 Hoops, steel.
 Hose, water, rubber, duck, clamps.
 Heiltropin crystals.
 Hydrogen peroxide.
 Hemabaloids.
 Hydrometers.
 Hydrated lime.
 Hydrofluoric acid.
 Hygrometers.
 Hyposulphite of soda.
 Hypophosphites, Fellows.
 Injectors.
 Inks, printing.
 Ivory.
 Instant postum.
 Iodine.
 Irrigators, white enamel.
 Iron band.
 Iron bars.
 Iron casting.
 Indanthoene blue G.C.D. paste.
 Iron hose fittings.
 Irons, flat.
 Iron glycerophosphate powd.
 Iron oil separator.
 Iron pipe fittings.
 Iron pipe.
 Iron plates or sheets under $\frac{3}{8}$ inch thick.
 Iron rivets.
 Iron valves.
 Iron wire.
 Jacks.
 Jewelry.
 Jewelry samples.
 Journal bearings.
 Journal boxes.
 Ketchup.
 Keys.
 Kodaks and cameras.
 Lamps and chimneys.
 Lawn mowers.
 Leather board composed of leather scraps,
 paper, etc.
 Lactic acid.
 Leather, imitation.
 Lime-mixing tanks.
 Lithium benzoate.
 Linotype machine and parts.
 Leather trunks, purses, jewelry cases.
 Linoleum.
 Linseed oil dryer.
 Lithographic stone.
 Lithographic supplies.
 Locks, see padlocks.
 Logwood extract.
 Lobelia herb.
 Locomotive grate bars.
 Macaroni.
 Magenta crystals.
 Magnesia.
 Machinery: Cigarette, knitting, perforating
 (except for metal, mining), wool clean-
 ing, refrigerating, enameling, braiding
 (for electrical wire), match making,
 shoe, winding, paper making, paper box,
 stump pulling, pharmaceutical, printing,
 concrete paper wrapping, washing, sugar,
 stenciling, filters and parts, duplicating,
 cotton gin, tobacco, molding.
 Mangle roller blocks.
 Malleable iron steam pipe fittings.
 Methyl salicylate.
 Marble base.
 Matches.
 Mattocks (picks).
 Mentholatum.
 Menthol salve.
 Metal fasteners.
 Metal picture frames.
 Metal valves.
 Methyl violet.
 Methylene blue.
 Mills, grist.
 Mineral water.
 Mirroroid screen.
 Monazite sand.
 Motorcycle.
 Muriatic acid.
 Mustard.
 Nails.
 Nail wire.
 Nalther tablets.
 Needles and awls.
 Newspapers (old).
 Nicotine sulphate.
 Nigrosene crystals.
 Nutmegs.
 Ochre.
 Office furniture.
 Oil burners.
 Oil of anise.
 Oilcloth.
 Oil of cloves.
 Oil heaters.
 Orange No. 2.

Articles not Requiring License.—Continued.

- Oil stones.
 Old Dutch Cleanser.
 Olives.
 Organs.
 Oxalic acid.
 Oxide of iron paint.
 Padlock.
 Peas.
 Paints.
 Paper: Paper caps (toy), mimeograph, cartridge, tissue, waxed, papeteries, perforating, drawing, blotting, writing, wrapping, friction glazed, wall, cover.
 Paper-cutting machine.
 Paraffin.
 Paris green.
 Phenacetine.
 Pearl buttons.
 Phenylene diamine.
 Paraphenylenediamine.
 Meta phenylenediamine.
 Phenolphthalein.
 Pencils (lead).
 Phosphorous.
 Pens, fountain and parts.
 Pyrogalllic acid.
 Phosphate (sodium).
 Photo chemicals.
 Photographic mounts.
 Photographic paper.
 Pianos.
 Pickles.
 Pillow blocks.
 Pimento.
 Pincers.
 Pine tar.
 Pipe joint compound.
 Pipe (galvanized).
 Pepper.
 Pipe (briar).
 Pitch (brewer's).
 Plated ware.
 Plating outfit.
 Pliers.
 Plows.
 Powder (tooth, talcum).
 Powder, rhubarb.
 Precision tools (hand).
 Printing machinery.
 Printing presses.
 Priming cocks for spark plugs.
 Pulley blocks.
 Pulleys (steel).
 Pump jacks.
 Pyrometer.
 Perforating paper.
 Radiators.
 Rail (steel).
 Railroad cars.
 R. R. picks.
 Range boilers.
 Ratchets (auto accessories).
 Razor blades.
 Razor stropers.
 Refrigerators.
 Rennets.
 Resorcine.
 Rifles, small air rifles only.
 Rivets (iron).
 Roofing cement.
 Roofing (galvanized iron, including sheets less than $\frac{1}{4}$ inch thick).
 Roofing paper.
 Roots and barks.
 Rosettes (electrical).
 Rubber.
 Rubber cement.
 Rulers.
 Salad dressing (bottled).
 Salicylic acid.
 Saccharine.
 Salol.
 Sal soda.
 Salt, table.
 Sanitary aprons.
 Sal ammoniac.
 Sapoline enamel.
 Soda salicylate.
 Sauce (bottled).
 Sodium hyposulphite.
 Savings banks (small steel).
 Scythe stones.
 Saw blades.
 Scouring powder.
 Screws.
 Screw caps.
 Screw drivers.
 Senegal root.
 Service tables.
 Sewing machines.
 Shading mediums.
 Shears, hand.
 Sheets, iron or steel, under $\frac{1}{4}$ inch thick.
 Shellac.
 Shoe buttons.
 Shoe lining (if not leather).
 Shoes (horse).
 Shoe polish.
 Shovels.
 Silicate of soda.
 Silica dish.
 Silex.
 Silverware.
 Silverplated ware.
 Slates.
 Slate pencil.
 Slot machines.
 Soapstone slabs.
 Soap-tree bark.
 Soda ash.
 Soda fountain fixtures.
 Sodium fluoride.
 Speedometer.
 Spark plugs.
 Splice bars.
 Spokes.
 Sprayers.
 Sprockets.
 Staples.
 Starch (corn, as corn flour).
 Steam traps.
 Steam locomotives.
 Sterilizers.
 Stitching-machine wire.
 Stocks and dies.
 Stone filters.
 Strap iron.
 Surgical instruments.
 Syringes.
 Stoves.
 Steel anvils.
 Steel bars.
 Steel bars, except tool steel, high-speed steel, or alloy steel.
 Steel belt laces.
 Steel (cold rolled).
 Steel cabinets.
 Steel forgings.
 Steel grease cups.
 Steel hanger frames and bearings.
 Steel hoists.
 Steel molding.
 Steel padlocks.

Articles not Requiring Licenses—Concluded.

Steel pipe.	Typecases (printers').
Steel plates or sheets under $\frac{1}{8}$ inch thick.	Typewriters.
Steel pulleys.	Typewriter parts.
Steel rails.	Ultramarine blue.
Steel sash.	Umbrella ribs and tubes.
Steel shaft.	Vacuum bottles.
Steel-spring cotters.	Vacuum cleaners.
Steel tires for locomotives.	Valves.
Steel wire.	Valve gauges, gate valves, valve wheels.
Steel wheel push cars.	Vanillin.
Steel wire cloth.	Vegetable extracts.
Strap iron.	Vegetables (canned)
Strontium bromide.	Veneer board.
Strontium carbonate.	Vises.
Sulphate of quinine.	Vulcanizers and parts.
Swansdown.	Wagon trailers.
Swings.	Wahoo bark root.
Tannic acid.	Water gates.
Tapioca.	Water heaters.
Taps and dies (if for hand use).	Water meters.
Tar and tar oil.	Waterproofing (if not wool).
Tartaric acid.	Waterproofing solutions.
Tea.	Wax; also floor wax.
Tennis rackets.	Wheelbarrows.
Thermometers.	Wheel hubs.
Tire rims.	Wheels, car.
Toasters.	Window shades, Holland's.
Tobacco.	Wire, fencing, plain, cloth, galvanized, netting.
Toilet preparations.	Wire stitchers.
Tools, carpenters', shoemakers' steamfitters'.	Witch-hazel bark.
Tooth powders.	Wood type.
Toys.	Wrenches.
Track bolts.	Yeast.
Tractors, farming.	Yellow phosphorus.
Trailers (motor).	Zinc, white, in oil.
Trucks.	Zinc oxide.
Tufted seats.	X-ray apparatus.
Turnbuckles (except for aircraft).	Xylidine.
Twine (cotton).	

THREE COMMODITIES ADDED TO EXPORTS EMBARGO LIST.

The Exports Administrative Board has announced that, in addition to the commodities listed in its notice of "articles requiring export license," published on September 18, the following, controlled by the second division of the President's proclamation of August 27, 1917, require licenses before being exported to any country of the world:—

Brass.
Bronze.

Caustic soda.

RUSSIA IN ASIA.

REPORT OF TRADE COMMISSIONER.

(*Mr. L. D. Wilgress.*)

OMSK, SIBERIA, August 10, 1917.

SIBERIAN TRADE REQUIREMENTS IN DAIRY APPLIANCES.

The rapid rise of the dairying industry of Western Siberia during the sixteen years preceding the outbreak of the European war brought about a great demand for various kinds of dairy appliances. As stated in the report on the Siberian butter industry, which was published in *Weekly Bulletin* No. 701, there are over 3,500 butter factories in Western Siberia according to the latest estimates. Most of these butter factories

are operated by the peasants themselves on the co-operative principle. The peasants bring their milk each day to the dairies and share in the profits accruing from the sale of butter. A number also churn their own butter and bring it to the creameries to be rewashed, graded, packed and shipped to the market centres, or else dispose of it on the bazaars of the larger towns. The tendency for the home production of butter was on the increase prior to the war and this was reflected in a growing demand for the smaller sizes of cream separators and other dairy appliances.

The trade in dairy appliances in Western Siberia may therefore be divided into two branches,—that with the co-operative societies and that with the individual peasants. The former trade is principally in the larger sizes, while in the case of the latter only small appliances are saleable. There is little demand for dairy appliances of intermediate size. The town of Omsk is the general distributing point and the headquarters for most of the firms selling these articles. The names of the principal firms in Omsk distributing dairy appliances may be obtained on application to the Department of Trade and Commerce, Ottawa. (Refer file No. 17251.) The only considerable import from foreign countries in this branch of trade has been in cream separators; the churns, butter presses and other creamery accessories sold in Western Siberia having been for the most part of Russian manufacture.

Cream Separators.

The bulk of the cream separators sold in Western Siberia have been supplied from Sweden. This was supplemented by a small import from Germany and Denmark prior to the war. Attempts have been made to introduce cream separators manufactured in the United States and Great Britain, but so far the competition of Swedish manufacturers has proved too strong. An American corporation doing a large business in agricultural machinery has endeavoured for several years to push the sale of a United States separator, but without success, while some years ago another firm in Omsk obtained a trial shipment of cream separators from the United Kingdom, but were unable to dispose of them in this market.

The number of cream separators sold in a good average year in Western Siberia previous to the war was approximately 9,000. Of this number nearly 50 per cent was supplied by a well-known Swedish firm of manufacturers, whose products enjoy a good reputation throughout the world. This company sells hand separators ranging in size from a production of 5 vedros an hour to 50 vedros an hour ($13\frac{1}{2}$ to 135 imperial gallons an hour) and power separators in sizes of $221\frac{1}{2}$, $445\frac{1}{2}$ and 659 imperial gallons an hour. The cream separator having the largest sale in Western Siberia ranges in size from 5 to 12 vedros ($13\frac{1}{2}$ to $32\frac{1}{2}$ imperial gallons), suitable for use in small peasant households. A five vedro separator manufactured by the above firm retailed before the war for 60 roubles. A cheaper make of separator of the same size sold for 35 roubles. In the larger sizes the demand is chiefly for separators with a production of 40 vedros (108 imperial gallons) an hour and upwards and for power separators. There is only a limited demand for machines of intermediate size. The following prices are taken from the 1917 price list of the firm referred to above and give some indication as to the prices at present being paid for cream separators in this market. These prices are roughly from 125 to 150 per cent above those of pre-war times.

	Production per hour. Imperial gallons.	Price. Roubles.
Hand separator.	$13\frac{1}{2}$	145
“	$21\frac{1}{2}$	175
“	33	215
“	$44\frac{1}{2}$	275
“	$67\frac{1}{2}$	385
“	89	480
“	$110\frac{1}{2}$	625
“	135	720
Power separator.	$221\frac{1}{2}$	1,140
“	$445\frac{1}{2}$	1,800
“	659	2,160

In the opinion of dealers at Omsk, the prospects for the introduction of a Canadian cream separator into this market are not encouraging.

Churns.

There is a considerable demand for churns in connection with the dairy industry of Western Siberia. The churns having the largest sale are vertical and are made of wood. The trade in the past has been mostly in churns of European Russian manufacture. Attempts have been made to introduce churns imported from Great Britain, Germany and the United States, but the high freight and duty has made the initial cost too high for effective competition with churns produced in Russia. A firm in Omsk obtained a trial shipment of English churns a few years ago, but the prices of same laid down in Omsk proved to be 50 per cent higher than the prices of Russian churns. The following quotations are taken from the catalogue of a Moscow Firm of churn manufacturers and give some idea as to the pre-war prices of churns made in Russia:—

Size. Imperial gallons.	Factory Price. Rbs. cops.
10·8	22.50
16·2	27.50
27.0	32.50
40·5	42.50
97·2	60.00

The above comprise the sizes of churns for which there is most demand in Western Siberia.

Other Dairy Accessories.

The demand for other creamery appliances required in connection with the dairy industry of Western Siberia has been almost exclusively supplied by producing firms in Russia. The requirements for testing apparatus and similar accessories have been of so cheap a nature that foreign manufacturers have had no opportunity of competing. A certain quantity of butter presses have been imported from Denmark. These, however, have all been of the larger sizes for which there is only a very limited demand in Siberia. The butter presses having the largest sale have been from 3 to 4 feet in diameter. The prices paid before the war ranged from approximately 90 roubles for the smallest size and up. This trade was almost entirely in butter presses of Russian manufacture.

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. J. E. Ray.*)

BIRMINGHAM, August 31, 1917.

GOVERNMENT PURCHASE OF FISH AND HOPS—REQUISITION OF FLAX.

Government Purchase of Fish.

Small quantities of cured cod and extensive quantities of pickled herring have been purchased from Norway by the British Government and are now on sale in the United Kingdom. The herrings are being sold retail at about 6 cents per pound. The fixed price at which the Government agents sell ranges from \$8 to \$7.50 per barrel of about 220 pounds.

Surplus catches of British herrings are also being bought by the Government, of which considerable quantities will be cured. Quantities of fish are cured in the

United Kingdom, but the imports are still advancing. The weekly average of imported supplies in pre-war days was 867 tons valued at \$350,000; recent returns give a weekly average of 1,582 tons, valued at \$628,000.

Requisition of Flax.

The Minister of Munitions has given notice, under date 25th August, that he has taken possession, as from that date, of—

(a) All flax of the 1917 crop grown in the United Kingdom as and when harvested.

(b) All flax grown in the United Kingdom at any time and not at the above date in the possession of a flax spinner for the purpose of his business.

(c) All other flax, except Russian flax, now or hereafter situated in the United Kingdom.

No person shall as from the above date, until further notice purchase, sell, offer to purchase or sell, or, except for the purpose of carrying out a contract in writing existing prior to the above date for the purchase of such flax, enter into any transaction or negotiation in relation to the sale or purchase of any flax situated outside the United Kingdom.

Government Purchase of Hops.

The Secretary of the Board of Agriculture and Fisheries notifies that the Board has issued to every hop grower in the country a letter and form calling for a return containing the following particulars:—(1) Acreage of hops on his holding in 1914; (2) acreage of hops which will be cropped this year; and (3) acreage on which hops are growing but from which hops will not be picked this year.

Growers were asked to complete and return these forms on or before 25th August. The covering letter called attention to the Hop Order of 19th May (see p. 408 of the "Board of Trade Journal" of 24th May), and stated that the return is required for the purpose of the scheme under which the Hop Control Committee of the Board of Agriculture will be the sole purchasers of hops of the 1917 crop, and that growers failing to make this return or cropping an acreage in excess of that allowed under the Hop Order (i.e., one half of the 1914 acreage) are liable to have their hops refused by the Control Committee, apart from any proceedings that may be taken on account of a breach of the Order.

NEWFOUNDLAND.

REPORT OF TRADE COMMISSIONER.

(Mr. W. B. Nicholson.)

ST. JOHN'S, August 14, 1917.

CURED FISH.

Newfoundland market reports show that for large quantities of cured fish brought to St. John's during last week prices ranging from \$9.50 to \$10 a quintal were obtained. The freighting difficulties to foreign markets are likely to increase as the season advances, and the prospective large fishery which it is said will exceed any in recent years, is resulting in merchants exhibiting chariness in stocking up holdings.

COD OIL.

Common cod oil also is arriving in large quantities and while the demand is not so brisk as formerly the price ranges from \$195 to \$200 a ton. Refined oil shows even a more decided weakness and it is only by scouring the market that \$1.50 a gallon can be obtained. The number of licenses issued by the Department of Marine and Fisheries for this season is about 250, which slightly exceeds the number issued last season.

In view of the increase in the cod fishery the price of refined oil is not likely to advance.

FLOUR PROSPECTS.

Renewed anxiety is exhibited in regard to flour prospects for the approaching season, and owing to the expected higher prices local consumers are being advised to omit the use of flour in any form for one meal in each day.

During the year 1914 353,052 barrels were imported, in 1915 384,131 barrels, while in 1916 importations reached 395,150 barrels.

In the seven months from January 1, to August 10, 1917, imports amounted to only 98,896 barrels compared with 135,406 in the same period in 1916. Leading brands sell for \$15 and under grades for \$14 and \$11.50 a barrel.

THE PORK MARKET.

The pork market has been more or less irregular during the past week. Prices are expected to advance and remain firm for a long time owing to the heavy demand for supplying the Allied troops and for export to Allied countries.

Local prices remain unchanged and are:—

Ham butt.	\$40 50
Fat back.	44 00
S. S. clear.	44 50
Heavy mess and spare ribs.	31 50

The importation to date is 23,719 barrels against 17,727 barrels in the same period in 1916.

NORWAY AND DENMARK.**REPORT OF COMMERCIAL AGENT.**

(*Mr. C. E. Sontum.*)

CHRISTIANIA, NORWAY, August 30, 1917.

THE NORWEGIAN PULP MARKET.

The Norwegian trade-paper *Farmand* says in recent issues:—

"Business in paper is very slow, with a great scarcity of orders. A crisis is imminent in the Norwegian cellulose industry. It is believed here that the Swedish Government has agreed to give licenses for the export to the United Kingdom of 120,000 tons of cellulose, and some surprise is expressed that shipments have not yet actually commenced. The British market appears on the other hand to have been very liberally supplied with Canadian and American chemical pulp, as our correspondents in London report. As a result there is presently hardly any demand from the United Kingdom, and in any case buyers expect Norwegian sellers to make very heavy price reductions. Owing to the enormously increased cost of production, to a great extent a result of the high coal freights, the Norwegian cellulose mills cannot

go down to the somewhat enhanced Swedish level of prices, without actually losing much money on each ton. Under these circumstances the market here for cellulose is at present quite in suspense, and no fresh business has yet been reported by which the value might be tested.

"The makers in this country of mechanical wood-pulp are not much better off than their colleagues in the other branch of the pulp trade. The absence of sufficient orders has gradually tended to a weakening of the current price to \$16 f.o.b. This figure would have left a splendid profit in pre-war times, but owing to the excessive cost to which logs have arisen and a general advance of all expenses, it is doubtful if the mills can make both ends meet with this price, particularly on a greatly reduced output. In order to prevent stocks from accumulating too much, the mills belonging to the Wood-pulp Association have agreed upon a very considerable reduction of the production.

"The wages tariffs for the Norwegian paper, cellulose and mechanical wood-pulp mills have expired. The employers have made important concessions—the three-shift and additional war allowances—but these have been rejected by the men, and one must be prepared for the eventuality that the workpeople may be infatuated enough to carry the conflict to extremes, although the mills are already seriously considering the question of a temporary stoppage until market conditions improve somewhat.

"The outlook for the Swedish cellulose trade is not good. Apart from the uncertainty as to the embargo, it is highly doubtful whether it will be possible to get pulp from the Baltic shipped, and, like most of the Swedish industries, the cellulose mills suffer from want of raw materials, lubricating oils, etc."

LORD RHONDDA ASKS CANADIANS TO EAT POTATOES INSTEAD OF CEREALS.

The Canadian High Commissioner's office in London has received from the Food Controller of the United Kingdom a memorandum regarding the importation of Canadian potatoes into the United Kingdom. Lord Rhondda says that as all available resources will be required to maintain the supply of the essential foodstuffs such as wheat, bacon and cheese, he is unable to arrange facilities for the importation of Canadian potatoes. It is estimated that there will be in the United Kingdom this season a surplus of about a million tons of potatoes over the normal consumption. Lord Rhondda suggests that the best use for the surplus of Canadian potatoes would be direct consumption in Canada in such a way as to economize the consumption of cereals and set free a larger quantity of such cereals for export to the United Kingdom.

COMMERCIAL PROGRESS OF CUBA.

REPORT OF ACTING TRADE COMMISSIONER.

(*Mr. J. C. Manzer.*)

HAVANA, September 25, 1917.

The following statement shows the great increase of Cuba's foreign trade in the last five years, the total trade in 1916 reaching \$600,000,000 and showing a balance of trade in favour of Cuba of over \$100,000,000:—

	1916.
Total foreign trade..	\$604,849,629
Total exports..	356,571,350
Total imports..	248,278,279
Balance of trade in favour of Cuba..	108,293,071
	1915.
Total foreign trade..	\$409,740,000
Total exports..	254,292,000
Total imports..	155,448,000
Balance of trade in favour of Cuba..	98,844,000
	1914.
Total foreign trade..	\$296,555,000
Total exports..	177,554,000
Total imports..	119,001,000
Balance of trade in favour of Cuba..	58,553,000
	1913.
Total foreign trade..	\$308,952,000
Total exports..	165,125,000
Total imports..	143,827,000
Balance of trade in favour of Cuba..	21,298,000
	1912.
Total foreign trade..	\$298,880,000
Total exports..	172,978,000
Total imports..	125,902,000
Balance of trade in favour of Cuba..	47,076,000

The value of the different groups of articles making up the exports and imports for the five years are as follows. It will be seen that the sugar export has doubled in that time:—

Exportation.

	1916.	1915.	1914.	1913.	1912.
Sugar..	\$274,705,000	\$197,521,000	\$130,425,000	\$115,394,000	\$120,076,000
Tobacco..	25,888,000	24,414,000	27,487,000	31,483,000	35,228,000
Agricultural products..	8,166,000	8,236,000	8,366,000	8,796,000	7,989,000
Minerals..	11,399,000	4,259,000	3,484,000	4,981,000	4,557,000
Fish..	562,000	1,048,000	644,000	782,000	720,000
Coin..	34,781,000	18,063,000	3,513,000	514,000	1,000

Importation.

	1916.	1915.	1914.	1913.	1912.
Stone, gypsum, etc..	\$ 7,903,000	\$ 5,173,000	\$ 5,304,000	\$ 6,067,000	\$ 5,129,000
Manufactured metals..	15,244,000	7,485,000	7,130,000	10,043,000	8,314,000
Chemicals..	14,052,000	10,106,000	7,968,000	8,307,000	7,692,000
Cloth..	28,612,000	19,214,000	16,030,000	19,010,000	18,265,000
Paper..	3,870,000	2,281,000	2,041,000	2,445,000	2,084,000
Lumber (liable to duty)..	6,431,000	3,686,000	3,221,000	4,119,000	3,540,000
Animal products..	10,151,000	7,361,000	6,235,000	6,975,000	6,147,000
Machinery..	37,515,000	18,874,000	11,714,000	17,252,000	13,392,000
Provisions..	74,540,000	53,931,000	46,868,000	50,943,000	46,915,000
Miscellaneous..	6,829,000	4,368,000	3,979,000	4,774,000	3,008,000
Lumber, paper and other articles free of duty..	10,815,000	8,411,000	7,712,000	10,198,000	8,716,000
Coin..	32,316,000	14,564,000	799,000	3,694,000	2,700,000

The importations and exportations from the United States, Great Britain, Canada and Germany for the last five years are as follows. It will be seen that although Cuba had increased her foreign trade \$300,000,000 in five years her trade with Canada up to 1916 had not increased, but the statement for the fiscal year ending June 30, 1917 will show a great increase of Canadian trade, as in January, February, March, April, May and June there were very large importations from Canada consisting largely of potatoes and codfish.

Exportation.

	1916.	1915.	1914.	1913.	1912.
United States..	\$250,090,418	\$206,164,414	\$148,263,625	\$132,085,619	\$145,185,933
Great Britain..	52,776,331	33,033,016	15,841,983	18,427,163	11,446,336
Canada..	838,914	1,457,840	1,332,399	2,785,699	2,041,944
Germany.. . . . .	.....	.....	2,354,067	4,707,548	6,199,172

Importation.

	1916.	1915.	1914.	1913.	1912.
United States	\$185,337,194	\$104,723,108	\$ 69,304,589	\$ 75,939,293	\$ 65,416,475
Great Britain	19,230,658	3,218,339	12,379,048	16,066,229	15,397,649
Canada	1,776,729	1,123,336	1,465,231	1,754,594	1,531,391
Germany	25,773	799,903	5,034,119	9,674,324	8,431,201

The following table shows the percentage of the total exports and imports of Cuba maintained by the United States, Great Britain, Canada and Germany for the last five years.

Exports.

To—	1916. Per cent.	1915. Per cent.	1914. Per cent.	1913. Per cent.	1912. Per cent.
United States	74*	80*	83*	76*	85*
Great Britain	7*7	13*	9*	11*	7*
Canada	*7	*6	*8	1*6	1*2
Germany . . . . .	....	....	1*4	2*7	4*

Imports.

From—	1916. Per cent.	1915. Per cent.	1914. Per cent.	1913. Per cent.	1912. Per cent.
United States	70*	60*	60*	53*	51*
Great Britain	15*	6*	10*	11*	12*
Canada	*3	*6	1*2	1*2	1*2
Germany . . . . .	....	*5	4*	7*	7*

CANADIAN MACARONI FOR NEWFOUNDLAND.

Mr. W. B. Nicholson, Canadian Trade Commissioner, St. John's, Newfoundland, writes:—

"Newfoundland offers a fair market for Canadian macaroni provided it is put up in cartons weighing from 9 to 12 ounces net as no macaroni is imported into Newfoundland in bulk. At present this article is imported from the United States and is put up in attractive cartons on which are printed directions for using. Latest quotation delivered in stores is \$3 per box containing 24 packets of 9 ounces each net. Length of packet preferred is 10 to 12 inches.

DEMAND IN GREAT BRITAIN FOR MICA.

In his report of September 20, Mr. J. E. Ray, Canadian Trade Commissioner Birmingham, writes as follows:—

"Attention should be drawn once more to the condition of the mica market in the United Kingdom. Imports from Canada are declining at a time when British purchases are larger than they were five years ago. The total imports last year were 46,643 cwts. compared with 40,565 cwts. in 1912. Supplies from Canada during that time have fallen from 1,078 cwts. to 879 cwts."

FARINA, POTATO STARCH OR POTATO FLOUR IN GREAT BRITAIN.

The following reports on the possibility of marketing farina, potato starch or potato flour in Great Britain have been received from F. A. C. Bickerdike, Canadian Trade Commissioner, Manchester, and from Mr. Harrison Watson, Canadian Trade Commissioner, London. Mr. Harrison Watson's report includes the results of inquiries and investigations instituted by the Trade Commissioners in Liverpool and Bristol, in their districts.

(Report of Mr. Harrison Watson, Canadian Trade Commissioner, London, August 31).

Although potato flour and potato starch are technically different articles in so far that they are produced by different processes, both are commercially known without distinction as farina, and both are mainly employed for the same purposes, the dressing of textiles. While the flour is sifted, the starch is granulated.

The bulk of the farina is consumed in Manchester and other textile manufacturing districts where the majority of the importers are located, but a further quantity is handled in London.

Farina is also used in the production of pastes and similar articles. Potato flour, moreover, is utilized by bakers and confectioners, the consumption for edible purposes, however, being stated not to exceed one-tenth of the total quantity imported.

Previous to the war, from 40,000 to 45,000 tons of farina were imported annually, Holland supplying over a half, and Germany about a third; but the shipments from the Netherlands have steadily fallen away since 1914, and Japan having in the meantime greatly developed the industry, is as will be observed in the table which follows, now supplying about five-sixths of the total quantity which is being imported into the United Kingdom.

According to the official British Government returns the quantities of farina imported into the United Kingdom in the calendar years 1914, 1915 and 1916, and the countries of origin were:—

	1914. Cwt.	1915. Cwt.	1916. Cwt.
Germany.. . . .	208,695	40	179
Netherlands.. . . .	586,898	260,790	27,842
Belgium.. . . .	17,256	.....	—
Austria-Hungary.. . . .	10,807	.....	—
Japan (including Formosa and Japanese leased territories in China).. . . .	.....	46,231	307,197
United States.. . . .	1,713	59,146	27,055
Other foreign countries.. . . .	7,768	1,105	490
British possessions.. . . .	520	6,269	3,170
*(Canada).. . . .	.....	(4,166)	(2,170)
Total.. . . .	833,657	373,582	365,933

* These figures have been specially furnished by the Customs.

Before the war the average prices over a period of ten years, for the higher quality of Dutch farina were £10 to £11 per ton (2,240 pounds) c.i.f. United Kingdom, and according to a prominent importer consulted, five other grades were dealt in, the designations of these and their values in comparison with the best quality being:—

	£10 to £11 per ton.
Superior sifted.. . . .	£10 to £11 per ton.
Prime.. . . .	20s. " less.
Prime second.. . . .	30s. " "
Falling off prime.. . . .	40s. " "
Thirds.. . . .	50s. " "
Grey sifted.. . . .	60s. " "

The price of granulated averaged about 10 shillings per ton cheaper than the sifted in the three top grades.

At the present time Japanese farina, approximate to Dutch superior sifted, is valued at about £40 per ton and the quality is stated to be quite satisfactory although the trade prefers the granulated variety which is not so far being produced in Japan.

What range of prices is likely to prevail after the war is largely a matter of conjecture, but one authority expresses the opinion that taking into account the high rates of freight and increased cost of production, quotations for the best quality of farina might remain at about £25 per ton for some time.

There is no doubt that supplies of farina of suitable quality would be heartily welcomed from Canada, and in this connection it will be noted that the United States has been sending over largely increased quantities during the past two years.

As regards the quality of potatoes, the only requisite seems to be that they must be white in colour, and not yellow or pink which would impair their utility for textile purposes.

Usual packages are linen or calico lined bags, containing 224 pounds net each.

At the first glance it would seem remarkable that the manufacture of farina has not been carried on in the United Kingdom itself upon a large scale, in view of the regular consumption of the article and the considerable production of potatoes in these islands.

The explanation is that Holland, and also Germany, produce potatoes to such an extent that after exporting large quantities as a raw vegetable to neighbouring countries, there is still a surplus available for farina and other industrial purposes at a price which permits the manufacture of an article like farina, at a cost far below that which was possible in the United Kingdom, which was itself an importer of foreign potatoes which were used for food purposes to an extent which varied before the war from 3,000,000 cwts. to 5,000,000 cwts. a year, although upon the other hand considerable quantities were exported or re-exported.

Apart from this reason that British growers could obtain a higher price for their potatoes for food purposes than manufacturers of farina could afford to offer, the Dutch and German farina industries have the advantage of being most completely organized, and as illustrative of this feature, this report is supplemented by a consular memorandum descriptive of the farina industry in the Groningen District of Holland, which has been kindly supplied by the Board of Trade, and which affords a good idea of the competition which Canadian manufacturers would have to face under normal conditions. In this it will be noticed that the average price of potatoes is taken at 2 shillings a hectolitre, equivalent to about 50 cents for 132 pounds.

In the year 1913, according to the official figures of the Netherlands Government, Holland exported 415,817 metric tons of potatoes, of which nearly a third were sent to the United Kingdom, and in the same year the exports of farina were 105,822 metric tons, of which Great Britain took only about one-fifth.

The former position of the farina industry, in common with every branch of trade, has been dislocated by the war, and resulting from the greatly increased cultivation of potatoes in the United Kingdom and the probability of a considerable surplus from this year's crop. I am informed by the Board of Agriculture that the Government has decided to encourage the manufacture of farina in this country, and that "immediate steps are being taken to give practical effect to this decision by the installation of factories in potato-growing centres."

It is learned, however, from further particulars which the department has kindly furnished, that this project is primarily directed to the conservation and utilization of potatoes for food purposes, in the shape of potato flour, bran, and dried slices, which would provide substitutes for ordinary foodstuffs which are now in limited supply, upon the same lines as Germany has long made use of its surplus stocks of potatoes as an economical and nutritious supplement to other articles of food, and for that purpose installed and maintained plants in the chief agricultural centres.

What future effect this development may have upon the position of the Farina trade in the United Kingdom it is impossible to foresee, but if permanently established upon any considerable scale, a certain proportion of the output would presumably be available for industrial purposes.

For the time being, however, there seems no reason why Canadian farina should not be supplied to this country to the profit of the Canadian producer, especially if certain defects which have been found in past shipments can be remedied.

DEXTRINE.

Dextrine, which is practically calcined potato flour, is so closely associated with the farina industry and trade that it could be advantageously supplied to this market

by Canadian firms engaged in the manufacture of farina, so it is opportune to make a brief reference to the article.

The use of dextrine for adhesive purposes has latterly increased, and it is understood that it is now being used in this country in connection with postage stamps, and the quantity imported which formerly averaged from 75,000 hundredweights to 100,000 hundredweights, amounted in 1915 to 178,000 hundredweights, and in 1916 to 131,000 hundredweights; but whereas in 1913 Germany, Holland and the United States each contributed about 25,000 hundredweights, in 1916 the United States shipped over 92,000 hundredweights.

Its value is somewhat similar to the higher grades of farina, and further particulars of its production and uses will be found in the supplementary memorandum already referred to.

THE MANUFACTURE OF STARCH IN THE GRONINGEN (HOLLAND) DISTRICT.

(Board of Trade Memorandum.)

There are in this district 26 firms who together own 33 farina factories. They use 1,105,000 hectolitres of potatoes per week. The campaign generally lasts nine weeks (beginning October till about middle December) so $9 \times 1,105,000$ makes 9,945,000 hectolitres; taking this quantity at an average price of say 2s. per hectolitre, we find that £994,500 or nearly a million pounds sterling worth of potatoes is used in the factories per annum. One hectolitre potatoes, weighing about 60 kilogrammes produces 11 to $11\frac{1}{2}$ kilogrammes potato flour.

To build a factory with a capacity of 40,000 hectolitres potatoes per week, would cost here from £18,000 to £20,000 including the value of the ground and would require a working capital of about £25,000.

According to this calculation one and a half million pounds sterling is invested in this industry in this district, without taking into account the cost of extra machinery, erected at some of the 33 factories for the production of dextrine and glucose as well as farina.

A further costly item in this province is the installation of settling and filtering tanks, such as is required by the authorities, to prevent the pollution of streams and canals by which the country is intersected in all directions. The water is thus chemically purified to a certain extent, at any rate becomes harmless.

When the actual campaign is over, the residues are tackled and the work is started with dayshifts only, on the by-products and the inferior qualities.

An abundant supply of water and plenty of ground for tanks, reservoirs and residues are among the first requirements when erecting potato-flour mills.

At the busiest times a large factory employs 45 to 50 men of which 80 per cent would be unskilled labour. Average wages 2s 6d. per day.

To say what machinery will be required is very difficult indeed, as so much depends on local circumstances and on the quantity of potatoes which has to be treated.

There are factories which have cost £20,000 dealing with the same quantity of potatoes as others which stand in at almost double that amount.

A large factory in full swing produces 3,000 to 4,000 kilogrammes flour per hour.

One can almost lay down that about half the cost of a factory is for machinery including installation for electric light.

The by-products are: Glucose, dextrine and the inferior qualities of farina. The two first named commodities however require separate installations, which are chiefly to be found at the speculative mills.

Glucose is a pure white syrup, made of prime farina, chiefly used for high class sweets and occasionally also for preserves, condensed milk, etc. In a solid form it is sold in squares $2\frac{1}{2}$ inches by 4 inches by $\frac{1}{4}$ -inch and called grape sugar.

The straw coloured syrup is greatly in demand by bakers and confectioners. It is also made in darker tints and sold for household purposes. Some millers buy farina

from their colleagues and apply themselves specially to the making of glucose and syrups.

Dextrine which is burnt potato-flour, is made in various shades, the whiter it is, the more expensive as the process then takes place by steam and hot air.

It is in great demand for the textile industry and the making of glues. When burnt with coke the colour becomes yellow to brown. The various qualities depend also of course on the quality of farina used.

The second quality farina is made from the remnants which have been stored in tanks and pits, outside the factory during at least six months after the first campaign. The fibrous matter thus detaches itself from the cells.

At a factory in full-swing there is in this way work all the year round, as long as there is no hard frost.

The third class farina say from the potato crop of 1915, would only be worked during the first half of 1917. This quality is made from the refuse after the second quality has been extracted—a further period in the tanks seems to set more farinaceous matter free.

DESCRIPTION OF MANUFACTURE OF POTATO STARCH.

For a description of the manufacture of potato starch I would suggest that Thorpes Dictionary of Applied Chemistry, vol. V, page 169-174, should be consulted, and also "The Manufacture of Starch from Potatoes and Cassava," by H. W. Wiley (United States Department of Agriculture, Division of Chemistry, Bulletin No. 58).

"Fabrication de la Fecule et de l'Amidon," by J. Fritsch. (B. Tignol, 53 bis Quai des Grands Augustins, Paris.)

The following is a brief outline of the various steps in the manufacture of potato starch.

The potatoes are first washed to free them from earth and stones; after this they are rasped to a pulp, which is washed with water over wire sieves to separate the starch granules from the fibre. The starch water is allowed to stand in order that the starch may settle, and the supernatant water is run off. To wash the starch the sludge is stirred with water, and again allowed to settle. The water is again run off and the dirty top layer of moisture is about one-third of the whole. This centrifuged cake is dried at about 30° C. till the water content is reduced to about 17 per cent.

Dextrina is produced by the action of heat on the starch either alone or mixed with a little acid.

When treated alone, the starch is heated to 212° and 275°, preferably in an oil bath, though direct fire may be used.

If the acid method be used the conversion to dextrine takes place at a much lower temperature. The starch is moistened with a dilute solution of nitric, hydrochloric, or oxalic acid, the paste is dried and heated to 100° to 150°—when the mass no longer gives the iodine reaction for starch, the heating is at once stopped.

The dextrine is powdered and screened before being placed on the market.

For details of the process "Fabrication de la Glucose de la Dextrine et de l'Amidon soluble," by J. Fritsch (Jules Rousset, 11, Rue Casimir Delavigne, Paris) should be seen.

(Report of Mr. F. A. C. Bickerdike, Canadian Trade Commissioner, Manchester, September 1.)

Farina, potato starch and potato flour are one and the same article. So far as can be ascertained, no special varieties of potatoes are required for its production.

Lancashire consumes roughly twenty-five to thirty-five thousand tons annually, hitherto supplied by Germany and Holland, but since the war Japan has shipped fair quantities of both farina and sweet potato starch.

Pre-war price of German and Dutch farina was normally about £10 to \$12 per ton delivered at Manchester. Freight from German and Dutch seaboard to Man-

chester (including ship canal toll) was 13s. to 15s. per ton. To-day's values are about £45 to £48 per ton.

We are forwarding the Department samples of Dutch and Japanese makes of farina. What is most preferred is the granulated article, about 90 per cent being imported in that form, the balance being sifted. Japan manufactures only the sifted article. Most consuming buyers in the cotton trade are prejudiced in favour of the granulated, as they consider it stronger and less liable to adulteration.

When high prices predominated Canada has occasionally shipped farina to this district. The dryness of the Canadian article was favourably commented upon, but the colour and cleanliness were not as good as the German and Dutch makes. The standard of moisture here should not exceed 18 per cent. It requires about five tons of potatoes in the manufacture of one ton of farina.

The largest importing firm in this district state: "There is no reason why Canada should not supply farina to Great Britain as against Holland and Japan, as in pre-war times we have shipped maize starch from American ports to Manchester at 7s. 6d. to 15s. per ton, and, after the war, Japan may be unable to compete on account of the additional sea freight as compared with Holland."

MAIZE STARCH.

The same importing firm state further:—

"We see no reason why Canada should not be able to compete with America in maize starch. There is a similar large importation here in that article as in farina. Normal prices are about £8 to £10 per ton. To-day's value is £40 c.i.f. Manchester (exclusive of Ship Canal tolls, which are not included in American freights). There is about 90 per cent required in pearl and about 10 per cent in powdered. Both articles are used for sizing in the cotton trade and also for making dextrine."

NOTE.—The samples mentioned in the above reports are with the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. Refer starch file No. 17235.

IMITATION LEATHER IN THE FAR EAST.

(United States Commerce Reports.)

(Information regarding other markets for imitation leather was published on page 186 *et seq.* *Weekly Bulletin* No. 704.)

China.

The market for imitation leather in the Canton consular district is confined to the larger cities and to the class of consumers who desire articles of furniture, etc., of foreign or semi-foreign design. The principal use to which it is put is in the upholstering of furniture—chairs, sofas, desks, tables, and sedan chairs—of foreign design. Furniture of Chinese pattern is usually made either of blackwood, rattan, or bamboo, and is not upholstered.

There is no demand for leather in automobiles and boats, as the former are not used in South China, and the latter are rarely upholstered. There is practically no demand for imitation leather in the suit-case and travelling-bag trade as these articles are not manufactured on foreign design. The native-made trunks and travelling boxes are of either plain wood or wood covered with pigskin. No market exists for imitation leather to be used for belts, or for art leather. On the other hand, this district furnishes a limited demand, which undoubtedly could be enlarged, for its use as sweatbands in hats, shoe uppers, and binding for books.

USED ALMOST EXCLUSIVELY FOR FURNITURE.

The style of imitation leather generally on sale in Canton is 36, 48, or 50 inches wide by 12 yards long, 20 pieces usually packed in a case. Importers state that between 2,000 and 3,000 pieces are brought into Canton annually. The fabric is used almost exclusively in the upholstering of furniture. The chief colours in use are brown, green, and black. The present retail price of fabric (48 inches) is 55 cents, local currency, per Chinese foot, or \$1.32, local currency, per yard (equal to about 66 cents United States currency). The wholesale price of this quality is about \$8 Hongkong currency per piece (equal at the present rate of exchange to \$4.56 United States currency). This fabric is of British manufacture, and is handled by importing firms in Hong Kong. Very little is imported direct to Canton from abroad.

Orders are placed with the importers in Hong Kong by the Chinese stores or furniture manufacturers in Canton. These are either filled from stocks kept in Hong Kong or telegraphed to the manufacturer in Great Britain. In the latter case, when shipment takes place, the manufacturer makes a draft against the importer, with bill of lading attached, payable at 30 to 90 days sight, which gives ample time for the goods to arrive before the money is due. The Chinese dealer pays cash on delivery, or in case of large shipments he is allowed a certain time in which to take delivery, paying according to the portion of the goods taken in each instance.

MARKET TOO LIMITED FOR ADVERTISING.

It is unlikely that advertising this produce for sale in the local newspapers would prove profitable, as the market is too limited to justify the expense.

The climate of this district is very damp, and any merchandise such as leather, which is liable to mould, should be especially protected by oiled coverings when shipped here. It is also advisable to put each piece on a pine roller, three-fourths of an inch or 1 inch in diameter.

AMERICAN FIRM SUPPLIES TRADE.

The Chinese trade in imitation leather requires a cheap article having muslin or canvas backs. The prices of such materials range from \$0.26 to \$0.65 per yard, United States currency. Only very small quantities of any kind are used here, and practically the whole trade is supplied by one American firm.

Before the commencement of the European war many German firms carried stocks from which they supplied the railroads, but these are now off the market. The British upholstering firms, of which there are three, get their stocks direct from England. Prices on these goods are not obtainable.

The American firm that holds the moderate market obtained it by sending out salesmen to canvass the trade. Practically no advertising has been done.

Imitation leather sold on this market is packed in rolls and cases, each roll containing 50 to 60 yards in three or four pieces of about 15 yards each. Each piece is 52 inches wide.

GROWTH IN TRADE ANTICIPATED.

The volume of imports of various imitation leathers into Hong Kong can not be ascertained accurately in the absence of any official statistics on the subject, but there is a steady trade of fair volume in various grades which are especially suitable for furniture and motor car upholstery and ricksha cushions, as well as for bookbinding and similar uses. Considerable increase in the trade in the immediate future is generally anticipated since there is a growing use of motor cars in Hong Kong, and the Chinese in this field are taking more and more to foreign styles of furniture.

The trade heretofore has been about evenly divided between American and British manufacturers. It is a hand-to-mouth business, however, and since the demand is largely of a special nature local import houses are not disposed to order stocks in any considerable quantities.

One of the large import houses that handle such goods states that an American manufacturer who would be prepared to stock on consignment a suitable assortment for this market, and sell per piece, would very soon have control of the business. The motor and ricksha garages, which take most of the material now sold, buy for immediate needs only. Chinese furniture makers also buy in a similar way. It is suggested that American manufacturers should submit a complete line of samples, including details as to colours, backing substance, surface grains, widths, and prices so that local dealers may judge of the lines most likely to be sold here. It will thus be possible to obtain some definite information as to what a stock on consignment should include.

USE LIMITED QUANTITY OF CHEAP GRADE.

There is no important market in Mukden for imitation leather, on account of the absence of manufacturing plants. The native furniture makers here use a limited quantity of cheap grades of the British article for covering chairs, desks, carriage seats, etc. This demand, however, is insignificant, as practically all of the chairs and desks made for the native market have no covering at all, and there are perhaps no more than 30 or 40 secondhand carriages on which cheap grades of such fabrics are used. The British makes of imitation leather that have been referred to are of three grades, retailed at about 90, 50, and 40 cents per square yard, respectively.

MERCHANTS PURCHASE THROUGH BROKERS.

Imitation leather is known locally as "varnish cloth" or "oil-cloth." The native merchants purchase their stocks through brokers at Hong Kong and Shanghai. Five varieties are sold in the local market—two heavy and three light grades. The heavy products are made of cotton duck (double thread) and the lighter ones of cotton sheeting (single thread). The heavy goods, in bolts of 54 inches by 12 yards, are sold at \$17 local currency (about \$9.86 United States currency at present rate of exchange), and the ordinary light goods of the same size at \$14 (\$8.12 United States currency). The heavy grade in bolts of 50 inches by 12 yards is sold at \$14 (\$8.12 United States currency) and the light grade of the same size at \$10 (\$5.80 United States currency).

A very light grade in black colours only, in bolts of 48 inches by 10 yards, sells at \$7 (\$4.06 United States currency) per bolt. The heavy and light grades are supplied in both plain and grain finish at the same prices. The heavy grade in the grain finish, 54-inch width, black, green, and maroon colours, is in the greatest demand. The qualities sold in the local market are used chiefly in furniture, ricksha, and sedan-chair upholstery.

DEMAND IS STEADILY INCREASING.

No cloth which is suitable for Chinese shoes and trunks is sold here. If such goods selling at a reasonable figure could be introduced to the local trade, it is thought that a good business would quickly result. The cloth sold locally is packed in boxes containing 12 to 20 bolts of assorted colours, the cloth on each bolt being rolled on wooden centres. Although the imports of imitation leather into this district are not large (1,000 bolts per annum) the demand is steadily increasing. Most of the product sold here is of British manufacture.

It is probable that the trade in imitation leather in this district could best be promoted by appointing a reliable native merchant as selling agent. If it has not been possible to establish responsible distributing agencies at Shanghai and Hong Kong, direct trade with a local buyer no doubt could be readily effected. In all purchases from Hong Kong and Shanghai credit terms of 30 to 90 days are extended.

A local firm has ascertained from dealers that a certain quality of imitation leather in green, black, and maroon would find a ready sale in Foochow if the price compared favourably with the heavier British cloth now sold in the local market. This

firm would be glad to undertake the introduction and sale of American imitation leather in this district.

Sample Shipment on Consignment Urged.

The firm mentioned suggests that a sample shipment of at least \$100 in value be sent on consignment, and that a certain amount be allowed for newspaper and placard advertising, chiefly to educate the native population in the many practical uses to which the American goods are adapted. Later shipments of goods could be consigned cash against shipping documents, or the usual credit of 30 to 90 days after delivery of goods be extended, where the security offered is considered ample protection. It is also suggested that in order to facilitate matters a complete line of samples with prices c.i.f. Foochow, Shanghai, or Hong Kong be sent by registered mail to firms here which are interested in the sale of imitation leather.

The customs duty on imitation leather is 5 per cent ad valorem. It has been found that protection of American trade marks and patents against infringement by Chinese in any given part of China can be obtained through deposit of the mark at the Shanghai or Canton custom house and representations to the respective local authorities made through the American consular officers.

Imitation leather when shipped to this vicinity should be packed in strong wooden boxes of 12 to 20 bolts, the boxes lined with damp-proof paper. As a protection against petty river theft, which is so common in this locality, it is suggested that the boxes be firmly bound with metal strapping.

Japan.

The market for imitation leather in Japan is limited by conditions which are not immediately apparent. In the first place, the Japanese do not make as much use in daily life of articles made of leather or imitation leather as in the case of occidental countries. Motor launches and automobiles, which might require imitation leather for upholstery, are still too few in number to be a factor of importance. Chairs are found only in foreign-style buildings and in the homes of the wealthy. Even shoes are not extensively used except in the larger cities. The limited use makes it possible to obtain genuine leather at lower prices, relative to the cost of imitation leather, than is the case in such countries as the United States.

Weather Conditions affect Material.

The effect of the climate on leather militates against its use except where no other material is practicable. A leather, or imitation leather, that will not mold during the rainy season, and at the same time is sold at a low price, would be sure to find a steady market in Japan, and in fact throughout the Orient. During the worst part of the summer rainy season even leather or imitation leather articles in daily use become covered with mold unless great care is exercised to keep them clean. If of thin leather, and neglected for any length of time, they are rendered permanently worthless; if of heavy leather, they require a very vigorous cleaning to restore them to their former condition. Imitation leather usually contains a larger amount of free oil than genuine leather, and for that reason is especially unsuited for use in this climate.

Where the mere quality of being waterproof is desired, as in the tops and rain aprons of jinrikishas, the Japanese are now able to manufacture a light grade of oil-cloth which is durable and cheap enough to meet the requirements. The quality of their oilcloth, imitation leather, and waterproofed cloth in general is improving from year to year.

Imitation leather sweatbands for hats and the grades suitable for use in the manufacture of travelling bags and childrens school knapsacks would be best adapted to the needs of the Japanese market. There is also a small demand for the heavier grades

suitable for upholstering and the very light grades for pocketbooks and tobacco pouches.

Imports Chiefly from Great Britain.

Imitation leather which has been imported into Japan hitherto has come chiefly from Great Britain. The amounts of imports by countries for the last four years have been:—

Countries.	1913.	1914.	1915.	1916.
Great Britain.. . . .	\$13,791	\$ 7,884	\$8,238	\$ 9,850
Germany.. . . .	2,594	2,522	.....	—
United States.. . . .	2,650	1,502	1,292	2,753
Others.. . . .	38	.....	.....	17
Total.. . . .	\$19,073	\$11,908	\$9,530	\$12,620

The manufacture of imitation leather in Japan is not yet of sufficient importance to form a separate item in official statistics. As a basis of comparison, figures relating to the production and export of leather and leather goods show that leather manufactured in 1912 amounted to \$2,832,662 in value; in 1913 to \$3,653,960; in 1914 to \$5,186,149; and in 1915 to \$9,814,605. In 1915 the manufactures of leather goods amounted to \$7,302,971. These included shoes, travelling bags, saddles and harness, purses, bill folds, and tobacco pouches.

Among the exports of leather and leather goods were 1,465,808 pounds of leather, valued at \$833,419, principally to China and Siberia; 930,419 pairs of shoes, valued at \$1,764,132, practically all to Russia; and 329,886 leather travelling bags, trunks, etc., valued at \$337,054.

In 1916 imports of leathers having uses parallel to imitation leather amounted to 1,129,993 pounds, valued at \$855,281. More than half of this was sheep and goat leather from British India. Japan has not been successful in the raising of sheep. In the same year, 50,936 pounds of sweatbands, valued at \$104,142, were imported, practically all from Great Britain.

JAPANESE DUTY IN IMITATION LEATHER.

The duty on imitation leather is 22.40 yen per 100 kin (about \$8.44 per 100 pounds). On sweatbands, the duty is 88.80 yen per 100 kin (about \$33.46 per 100 pounds). Net weight is the basis for duty.

Trade-marks, processes, and special machinery which are used should be protected to the fullest extent by registration or patents. Unless the manufacturer is fully protected, he may find himself in great danger of losing his market to the local producers.

It is advisable to appoint one of the established importing houses here as agent for the sale of goods. Most of these firms have been in business in Japan for many years, and are thoroughly familiar with the possibilities of the market and with Japanese customs and methods of doing business. For an American manufacturer to have the advantage of this special knowledge may mean all the difference between success and failure in the Japanese market.

Credit is usually a subject for special arrangement with the agents appointed. An American exporter who is unwilling to give from 3 to 6 months credit will not be able to keep the cordial co-operation of his agent. Easy terms of credit, and an allowance for the expense of advertising and distributing samples will place the American exporter on an equal footing with those of other countries.

TRADE BETWEEN ARGENTINA AND SOUTH AFRICA.

REPORT OF ACTING TRADE COMMISSIONER.

(Mr. B. S. Webb.)

PROSPECTS OF TRADE EXPANSION; MR. ZOUTENDYK'S MISSION.

Mr. Alwyn Zoutendyk, representative of the South African Union, has arrived in Buenos Aires, and on Friday night at 8.45 will give, in the Florida theatre, in the Pasaje Guemes, a lecture on and exhibition of views illustrating South African life and industries.

"It will afford me great pleasure," states Mr. Zoutendyk, "to exhibit in the great Argentine Republic a selection of cinematograph films of South African industries and scenery provided by the Railway Administration of the Union Government of South Africa.

"The object of the films—to present to the eye what words cannot convey—may awaken in some an interest to come and see for themselves, in other words: instead of repeating their excursions to Europe and the States, to take an occasional turn through South Africa to see what European civilization has done to a country not long ago over-run by savages and wild beasts. Maybe enterprise from this end might exhibit Argentine in friendly turn, and so be the means to tempt tourists from there hither. Films are father to tours, and tours in turn in the interchange of products and that in its turn establishes a closer relationship.

"It is some months now since a Japanese line of very excellent steamers began regular sailings between South Africa and Buenos Aires, instead of the triangular and tiresome route via Las Palmas. This does not only shorten the distance, but also supplies a long felt want and promises to place trade relations on a firm footing between the two countries, which, after all, are only 3,500 miles separated from one another.

"Since my arrival the Argentine Government has given me every facility for studying the probabilities of an interchange of products, and I am already in a position to state that the project has met with a whole-hearted response from the enterprising portion of your community."

"Argentina," continued Mr. Zoutendyk, "has been to me a surprise in many respects, and there is no doubt that South Africa will cause astonishment to those who have not seen her since the union of the states became an accomplished fact. Here I find that in addition to wheat and mules Argentina can export canned meats, butter, timber, sleepers, leather of all classes, boots and shoes, blankets, cloth, hats, furniture, condensed milk, glassware, marble, tobacco and cigarettes, macaroni, vermicelli, hams, bacon, oils of all kinds, etc., etc.

"From South Africa we can send you in return very good coal at cheap rates, and in unlimited quantities, lobsters, wines, brandies, gin, dried fruits of all descriptions, fruit trees, jams, canned fruits, alfalfa seed, ostrich feathers, tobacco of a flavour not found here.

"As soon as either country begins to realize its demands by the other full freights for steamers would be assured, and communication maintained."

Mr. Zoutendyk pointed out in conclusion that steamers would not go any longer in ballast between Argentina and South Africa.

Repeatedly it has been convenient for ships on their homeward journey to go from Cape Town to Buenos Aires in ballast for a return cargo, and sometimes vice versa—a very unprofitable and unsatisfactory voyage at all times, and therefore to

be avoided if possible. Now if such vessels were assured of cargo they will not only go by that route more often but would carry at a minimum rate.

The mutual advantages to be derived from a liberal interchange stood out pointedly, and at this time of the world's history it appeared almost indispensable that the social and commercial relations of the two countries should correspond with their geographical situations.

CENSUS OF LIVE STOCK IN NEW ZEALAND.

The following live stock returns of New Zealand for 1916 and 1917 have been furnished by Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, under date of September 11:—

LIVE STOCK IN NEW ZEALAND.

The following table shows the number of horses, dairy cows, other cattle and pigs in New Zealand in 1916 and 1917:—

	Horses.	Dairy Cows.	Other Cattle.	Pigs.
1917..	367,167	760,108	1,742,592	278,186
1916..	371,331	750,323	1,667,168	297,501

There is a good increase of 85,209 in the total of cattle, but horses and pigs show decrease.

The interim return of sheep in New Zealand as at April 30 last, shows a light decrease of 34,826, but the number of sheep shorn and lambs tailed for the season shows increase, the figures being as follows:—

Season.	Sheep Shorn.	Lambs Tailed.	Total Sheep at April 30.
1916-17..	22,180,824	10,678,580	24,753,324
1915-16..	22,097,268	10,370,771	24,788,150

There is an increase of 83,556 in the number of shorn and of 307,809 in the lambs tailed.

A return laid on the table of the House of Representatives recently gave, among other particulars, the number of stock slaughtered in New Zealand (excepting that slaughtered by farmers for sale or consumption on the premises) during the calendar years 1913, 1914, 1915, and 1916. The return was as follows:—

	1916.	1915.	1914.	1913.
Sheep..	3,569,117	3,989,017	3,904,902	3,329,570
Large cattle.	383,935	340,382	325,202	256,000
Lambs.	3,348,618	4,387,308	4,191,479	3,906,458
Pigs	176,257	176,625	210,373	187,971
Calves.	28,500	33,093	26,911	20,109

AUSTRALIA'S PRESSING NEED FOR ADAPTABLE AGRICULTURAL MACHINERY.

(*The British Export Gazette.*)

Australia is pre-eminently one of the most important markets in the world for labour-saving agricultural machinery, the problem always before Commonwealth farmers being how to cultivate large areas with the smallest possible amount of labour. Ever since the war started, the man-power available has steadily declined, and the demand, therefore, for this class of machinery has increased *pro rata*. In the second

half of the financial year 1916-17 imports of agricultural implements and machinery were valued at £338,201, as compared with £257,497 in the corresponding half of the previous financial year, the record being particularly remarkable in view of the shipping difficulties which put so great a restraint upon trade. The United Kingdom, it is true, contributes only a very small proportion to the total, the shipments averaging about £35,000 annually, as against some £45,000 previous to the war. When, however, hostilities are at an end, and makers are once again at liberty to cultivate the opportunities offered by the Australian market, there ought to be excellent openings for British firms to supply and, if necessary, to turn out suitable types. Many of them, indeed, are already doing so on account of the home demand. It is to be remembered that both American and Canadian harvesting conditions are altogether different from those of Australia, which cannot, therefore, rely upon types specially evolved for the needs of those vast grain-growing areas.

Class of Machine in demand.

As a matter of fact, Australia has itself been able to manufacture some types of agricultural machinery which are popular on the market. The stripper harvester is a case in point, this being a combination that not only strips the ears off the standing crop and thrashes them, but also separates the chaff from the wheat, and drops the clean grain into a box, whence it can at once be bagged by a special attachment provided. Such a machine, as can easily be realized, has completely superseded the plain stripper, for by its aid one man without help can in a single day cut from 20 to 30 acres and bag the grain ready for shipment. This is the type of machine that will always command a good sale in Australia, another example being a reaper-thresher of Canadian make which in some respects goes further than the stripper harvester, for it not only adapts itself to a crop badly knocked down, but discriminates between green and brittle wheat. Harvesting machinery is, however, not confined to grain treatment in Australia, it being also extensively used in the cutting and gathering of straw, a good many wheat and oat crops being grown for the straw they yield rather than the grain. They are indeed, cut before the ears begin to swell and the sap is still in the stalk, so as to produce a succulent feed. For this operation binders are everywhere in evidence, but hitherto American machines have dominated the market. Whether this will be so after peace remains to be seen. The point for agricultural engineers to remember is that the more adaptable and comprehensive a machine is in regard to the operations it performs the more likelihood it has of becoming popular in the Commonwealth, and it goes without saying that after the war this tendency is likely to be still more pronounced. Australia is a fine market for some of the best types of agricultural machinery as approved in other farming districts of the world, but we cannot sufficiently emphasize the fact that it demands also the evolution of special types on its own account, and it is upon their production that manufacturers should concentrate.

SELLING PROBLEMS AND OPENINGS FOR TRADE IN NEW ZEALAND.

(London Times Trade Supplement.)

For a country of its size and population the import trade of New Zealand at present is on a large scale, but from the point of view of British manufactures the more important fact which is brought to light by H.M. Trade Commissioner in his recent report is that, in spite of the present size of its trade, the dominion is so little developed that it may relatively be said to be almost undeveloped.

With the greater population which it could readily absorb, improved methods of farming, close cultivation, use of waste land, the drainage of swamps, and the develop-

ment of means of communication to enable traders to market their produce more cheaply and more quickly than at present, the possibilities of the market are incalculable. Commercial and manufacturing firms in the United Kingdom will therefore be wise if, in the readjustment of ideas which must follow the war, they give due place to the increased possibilities of New Zealand as a producing and importing country.

It is fairly safe to assume that, for reasons both of improvement in producing methods at home and of the growing patriotic sentiment in the dominions, British manufacturers will be in a more favourable position for competing when the war is over. Meanwhile the advance of foreign trade at the expense of British trade is fairly serious in some individual lines. If, however, firms would explain to customers the difficulties of delivery they would find them sympathetic and ready to abstain from trade with foreign countries as much as they possibly could and to revert to British sources of supply after the war. Consignees do not understand in detail that expert packers have gone, that office and shipping staffs are almost entirely new to their work, that in many cases actual producers are new and have to be trained, and so forth. It is on these points that more information should be given.

There is no doubt whatever that the average New Zealand trader would far rather buy British goods than those of any other country. The price is, however, usually the deciding factor in goods for general trade. The average dealer is afraid that if he does not purchase the cheaper article from abroad his competitor will do so, and this point must be kept steadily in mind.

SELLING ORGANIZATION AND TREATMENT OF AGENTS.

United Kingdom firms should bear in mind that the cost of selling goods in New Zealand is much greater than it is at home. They should also realize the difficulties and expense of travelling in the country, and should deal with their agents accordingly. A London agent could probably secure in a few hours more business and, therefore, more commission within a short distance of his office than an agent in New Zealand could secure in a tour of three months covering over 3,000 miles. The agency should be central. It is the Trade Commissioner's opinion that, short of establishing a branch house in New Zealand, which owing to the size of the market would not be worth while for more than a very few trades, the best method of operating in most lines is through a pure commission agent holding a consignment stock if possible. For one thing this would prevent undue profits, which are often loaded on to the price by buying agents if stocks are held.

There is a great intermingling in New Zealand of wholesale and retail organizations and indent agents, all being importers in a greater or less degree. The real reason why so many retail establishments have begun to import themselves and have opened the door also for importation through so many indent agents, is that the prices which have hitherto been asked from them for the import of goods have left such a margin of profit for their sellers that the retailers have decided that they can take on their own shoulders the wholesalers' burden and risks and still get a very good profit for themselves. These conditions apply particularly to soft goods, hardware, and fancy trades.

British goods, generally speaking, are not placed on the New Zealand market in a scientific manner. Home firms do not grasp the fact that, although the market is small, opportunities have increased rapidly and will increase probably more rapidly. They look too much to London for their New Zealand business and too little to the dominion itself. Though the market is small, Americans treat it as carefully as they would a large one. Every incoming boat brings its quota of American business men—ten times as many as come from the United Kingdom. Americans, too, arrange for much more effective displays of their goods than do British firms. This remark applies to goods differing as widely as chocolates, toilet articles, varnish, and hardware. In the supply of advertising novelties, show-cards, wall and counter cases, etc., retailers in particular like to be considered. In practically every hardware store in New Zealand the window

displays consist almost always of American goods. The Trade Commissioner is convinced that there is a material limitation of the sales of British goods in New Zealand as a result of lack of knowledge of their existence. This must be remedied by agency work, by catalogues, and by advertising.

There is a serious lack of British advertising in the New Zealand press, although better results would probably be attained in this direction in proportion to the population than in the United Kingdom.

One of the most useful steps would be the organization as soon as possible after the end of the war of comprehensive exhibitions of British goods in New Zealand. Foreign firms are organizing for after-the-war competition, and British firms must, in spite of their present difficulties, make their arrangements ahead to the best of their ability.

If they do, they may look forward with confidence to recovering the ground which the war has caused them to lose, and also to capturing enemy trade. Certain special precautions must, however, be taken as regards many lines of goods if the British manufacturer is to profit by the demand which is developing.

PROSPECTIVE OPENINGS.

With the development of the dairying industry in New Zealand and the tendency to closer settlement, apart from the continual breaking of new land, the demand for fencing materials of all kinds is bound to be very great, and it would be worth the while of United Kingdom firms to study the position. In fencing staples, American and Canadian sales have increased. The trade is largely in the hands of American firms, the reason given by dealers being that British firms refuse to make the pattern which the market requires. Canada has now begun to do so, and is getting a good share of the trade. There were no imports of barbed-wire fencing from the United Kingdom last year, and America supplied about 83 per cent of the total. In ordinary fencing wire the United States supplied the greater part, but imports from Canada increased. There is a continuous demand for cheap wire which British firms apparently do not attempt to supply.

The Trade Commissioner considers that United Kingdom trade with New Zealand in general hardware lines is not what it ought to be. Manufacturers are too much inclined to satisfy themselves with making a good article and leaving the article to sell itself. The Americans may have an inferior article, but they make it look like a good one, and the average purchaser, who has little idea of intrinsic value, will buy it.

There seems to be no reason why United Kingdom firms should not secure more of the business which used to be done by Germany in oil lamps—including both inside lamps and hand lanterns. They must, however, make up their minds to supply the patterns in demand.

The remarks made above about hardware apply to some extent to tools, but in this trade there is an added difficulty in that the tools which are obtained from the United Kingdom are not always suitable to New Zealand conditions. The dominion is still without a British axe of an entirely satisfactory type. No energy is apparent in offering British saws to compete with the special American pattern, although they are said to be competing successfully with it in the United Kingdom.

It should be noted that an American long-handled shovel made to a well-known British design is being offered on the New Zealand market at \$7.50 a dozen f.o.b. American port, which allows of sale at a lower price than that quoted for the British article.

AGRICULTURAL IMPLEMENTS AND MACHINERY.

Unsuitability is the complaint, too, regarding British supplies of machinery and agricultural implements. Lightness is absolutely essential. A New Zealand farmer is said to have been the proud possessor for twenty-five years of an English plough.

which he describes as probably the finest ever produced. He adds, however, that no four horses in the dominion could pull it! It is to be hoped that in the quarter of a century since elapsed, British manufacturers have put more skilful design and less metal into their productions. To understand what New Zealand wants and why it presses its wants, the country itself must be seen. By better selling organization Great Britain could increase its turnover in mowers, chain and ordinary harrows, and light cultivating machines. There is room for more effort on the part of United Kingdom firms in meeting the demand for up-to-date saw mill plant.

Having regard to the vast prospects of development in the dairying industry, it is a matter for some concern that with the exception of the driving machinery, there is hardly an article in any dairy factory in New Zealand which is British. United Kingdom firms make some of the appliances needed, but their sale has not been properly organized. Foreign suppliers are represented in all the dairying districts of New Zealand and they supply their agents with most minute details as to the construction and efficiency of their appliances. Apart from the dairy factories themselves, there is a big sale for separators and small churns to the farmers. A small oak churn to make 2 pounds or 3 pounds of butter would sell well. There would be great scope for British parchment paper for butter packing, if it could be obtained in sufficient quantities.

The war has given American firms a big advantage in business in electrical machinery and apparatus, but the Trade Commissioner sees no reason why United Kingdom firms should not establish themselves soundly when war is over, if they are so determined. New Zealand is bound to become a big electrical country, and the need for efficient representation is greater now than it ever has been in order to equalize American and British effort on the market and make ready for the extensions of electrical work which will undoubtedly take place. Cooking, heating, and labour-saving appliances for household use offer openings, as also do electric torches and batteries.

FANCY GOODS, ETC.

There is a very good opening for small leather bags, for picture-frame mouldings, too, both of which lines prior to the war were supplied largely by Germany.

As regards fancy goods and toys, there is cause for satisfaction in the increased imports from the United Kingdom, but it must be admitted that the increase is due to the fact that buyers have been obliged to purchase from the United Kingdom, and not to the fact that the goods were competitive under normal conditions. Something more is necessary from home firms if they are to maintain their trade in this market. British fancy goods and toys are not sold to the best advantage. There are plenty of cheap lines which could be sold if they were offered, or if they were not overloaded with profits. Moreover, British goods for the most part do not possess that novelty which characterizes the goods of some other countries. The prices at which toys and some fancy goods are sold are extraordinary. In certain cases as much as 100 per cent is put on the "landed cost" of goods by retailers before the goods are offered in their stores. If manufacturers are not able to avoid this, say, by advertising a fixed price and allowing buyers a reasonable profit, they must make allowances for the fact that a high profit is put on their goods and sell them with as little expense as possible in order to make them purchaseable.

PAPER-MAKING IN AUSTRALIA.

The following article from the Melbourne Argus of September 7, 1917, regarding the growing of timber for pulp in Australia has been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne:—

"The Commonwealth Advisory Council of Science and Industry has received numerous suggestions as to the utilization of local products for the manufacture of

paper pulp, and has collected much information on the subject. Whilst certain local materials could undoubtedly be utilized, and paper pulp of good quality has been made in Queensland from hoop-pine and from blady-grass and other materials, the supply of these materials is very inadequate for the development of the industry to a point which would render Australia self-supporting in the matter of paper. It appears clear that the only possibility of reaching this point is the growth of some crop for the special purpose of manufacturing paper pulp from it. Of possible crops esparto-grass and soft wood trees appear to be the only ones worthy of consideration, and it is doubtful whether under Australian conditions esparto-grass could be harvested sufficiently cheaply to make its cultivation a payable proposition.

"At a meeting of the executive committee of the council, held this week, Mr. D. W. Paterson gave an outline of a scheme suggested by him for growing timber for pulping. He recommended that spruce and poplar should be selected as yielding the best timber for the purpose. These trees are natives of cold climates, and he proposed that they should be planted at a high altitude in Victoria at a locality where plenty of water would be available for the pulp mills, and for the supply of power for the machinery and for haulage of the timber to the mills. Spruce would take fifteen years to grow to a size when the trees could first be cut for pulping, and he stated that the trees on 900 acres would supply the needs of Australia for one year. He recommended that 2,000 acres should be planted the first year and 1,000 acres each year thereafter until the first planted trees were ready for cutting. After an area had been cut out it would be replanted, and thus a continuous supply of timber would be available in a limited area adjacent to the mills. This is the system on which planting is being conducted in Norway, Sweden, Canada and the United States. In all these countries the wood pulp industry is a large and important one, and it has been realized that to keep down expenses, pure forest—that is, a forest composed of a single species of tree—is essential. It does not pay to cut single trees in a mixed forest and haul them individually to the mills. A forest for producing paper pulp must be regarded as a crop. He estimated that the profit realized after fifteen years, after including interest on capital and all costs other than payment for land, provided cheap water power was available, would be \$120 per acre. He thought that the Government ought to utilize the land for this purpose in view of the handsome profit that would accrue to the State.

"The committee decided to publish details of the information collected by them on the subject of paper pulp, including Mr. Paterson's proposals, as a bulletin."

AMERICAN BANKS AND FOREIGN TRADE.

(The Board of Trade Journal.)

In an address recently delivered before the American Cotton Manufacturers' Association, the manager of the Foreign Trade Department of the National City Bank of New York said that American banking is now rapidly extending its functions to foreign fields all over the world. American business men were hesitating about deciding upon or suggesting large definite plans for the immediate future, owing to the uncertainty of the effect upon business of the participation of the United States in the war. The indications, however, all pointed in the direction of a minimum interruption of the ordinary course of business and, obviously, the best policy for American manufacturers was to go ahead in the expectation of handling normal business along with war business.

Speaking of export business especially, the speaker said that the worst interference with export business that could be expected was the lack of shipping facilities, but he believed that the great American export industries would do their very best

to maintain foreign sales and deliveries. At any rate, the disposition was to keep up the organization of foreign sales, to build it up even stronger, and to be in a position to do a great foreign business as soon as the war ends. American manufacturers and exporters would keep on organizing, even if war temporarily checked the sale and delivery of goods, and they would be in a very strong position to do a world-wide business after the war.

One of the prime essentials in the expansion of the commerce of the United States was adequate banking facilities, and the experience of the older commercial nations had demonstrated that foreign branches of a parent institution located in the home country were the best means of providing these facilities. After referring to the disadvantages of transacting foreign business through banks of another nationality, and to the handicap that had been experienced by Americans in competition for the world's markets through the lack of American banking facilities in foreign fields, the speaker went on to say that some years ago it became apparent that the development of American industries had about reached the point where they were able fully to meet domestic needs. Evidence of this was seen in an increasing accumulation of wealth that was not finding a rapid opportunity for investment in domestic industry; funds were available for the development of resources in China; railway facilities had become equal to the needs of the population and of commerce; the public lands had been practically all absorbed by farmers; and industrial establishments had grown up to supply the demand for goods for domestic consumption. In 1890 the value of American manufactured products was over nine billion dollars; in 1900 it had increased to over eleven billions, and in 1910 it had increased to upwards of twenty-one billions. From 1910 to 1915 the increase in the value of American manufactured products had been at the rate of 8 per cent per annum.

It had been recognized, if this development was to continue, that merchants and manufacturers in the United States must reach abroad to find purchasers who would take the surplus of American manufactured products after domestic needs had been satisfied. The approach of this new epoch in the commercial history of the United States had been foreseen, and in the beginning of 1914 the National City Bank had decided to establish branches abroad and to become the advance agent of American business in the hitherto undeveloped markets open to it.

The first branch bank was opened in Buenos Aires in November, 1914. A branch in Rio de Janeiro followed soon after, and subsequently others in Santos, Sao Paulo, Bahia, Montevideo, Valparaiso, Havana (through the purchase of the Bank of Havana), Santiago de Cuba, Genoa, and, lastly, Petrograd in January of the present year. Late in 1915, the International Banking Corporation was acquired by interests affiliated with the National City Bank. Offices were also maintained in London, Milan and Copenhagen. The ambition of the bank was to furnish a commercial banking service that would cover every important territory throughout the markets of the world, and to provide a means whereby American manufacturers and merchants may be able to obtain information in regard to trade opportunities and possibilities abroad, to receive credit information respecting correspondents, and to be assisted in getting into touch with foreign customers.

BUSINESS IN SOUTH AMERICA.

(The London Times Trade Supplement.)

(The first and second instalments of this article were published in *Weekly Bulletin* Nos. 709 and 713 respectively.)

A fact of which many cutlery manufacturers are not aware, and to which others are rendered indifferent by the increasing demand for their products in colonial markets, is that the quality of German cutlery has improved greatly since the date of the

Merchandise Marks Act, when the description "Made in Germany" was with some justice held to indicate an inferior grade.

It must be pointed out also that even in those days a great deal of utter trash, of even worse value than the better grades of German goods, was being made and sold in Sheffield. That Act, which was to be a bulwark and shield to conscientious British manufacturers, prejudiced by cheap foreign imitations of their goods, has really proved one of the worst things possible for them.

The writer was one day some years ago standing in the warehouse of a large firm of Spanish importers in Buenos Aires, chatting with the head partner, when a clerk came up and presented his master with a traveller's card. The name of the firm represented was one which had been well known in South America for many years, but the only reply was, "Tell him to call again; I am busy." A little later another card was brought, this time with a strange name on it, showing the traveller to be a new man on the ground and to be representing a group of North American firms. The Spanish merchant's reply this time was, "Ask the gentleman into my office and say that I will see him in a few minutes."

VALUE FOR ASSORTMENT.

Struck by the difference between these two answers, the writer demanded to know why his fellow-countryman had been dismissed in such an offhand manner and the American shown such preference. His Spanish friend replied without hesitation, "Because your compatriot comes here every year and brings practically the same set of patterns every time: probably his grandfather showed the same set to my grandfather 40 or 50 years ago; it is the stock set of all English, and particularly Sheffield, hardware exporters, and nothing else. On the other hand, although I have never seen nor heard of the American before, I know that in addition to the usual stock lines which all men in the trade must handle, he will be carrying novelties of which perhaps half a dozen will interest me."

That conversation has never faded from the writer's memory, because it confirmed his own strong opinions based on experience acquired whilst travelling. Assortment is one of the great problems of the British export trade, in spite of the fact that our long years of undisputed supremacy in that trade have given us in the aggregate an immensely greater range of patterns than is possessed by any of our competitors. What we fail to realize is that we are selling to countries in a far more backward state of development than our own, and that many of our wares for which there was a large demand, and which were not long ago "daily bread" lines, have been rendered obsolete by the increasing degree of civilization in those countries, and by the development of modern inventions.

In the '70's, '80's, and early '90's an immense trade was done with Buenos Aires in more or less extraordinary patterns of bits, spurs, stirrups, harness furniture, and of daggers with gaudy, over-decorated handles. For this reason, the sample cards carried by travellers in these goods at that period were still to be found wasting valuable space in their trunks, many years after the laying of railways had stopped long-distance travelling on horseback, and after the multiplication of wire fences and the coming of the American and Canadian sulkies, by making it preferable to keep to the public roads and tracks, had put a stop to much of the usefulness of horsemanship.

The arrival of the light American motorcar less completed the discomfiture of the gaucho in most of the South American Republics, and he is fast being relegated to the category of a museum curiosity, being now found mainly on sheep and cattle breeding establishments, and his duties confined to rounding up and marking. There are many agricultural districts and thousands of farms where the gaucho is as extinct as the dodo, and where the daily use of the sulky leaves the farmer and his sons with much less knowledge and experience of horse-riding than are possessed by the same class in England.

NEW METHODS NEEDED.

These changes are taking place all the time, and an observant man soon learns, if he did not realize it before, that the building of a railway will very quickly modify a great deal of the trade hitherto done in the district traversed by it; will soon render antiquated and finally useless many of the articles previously bought there, and will create entirely new wants and demands all tending to make that market similar to all other markets, with the addition, of course, of its own local requirements due to its climate, situation, soil, products, and the racial idiosyncracies of its inhabitants.

It is perhaps hardly fair to blame our consular and other official commercial organizations for their failure to bring these facts before the industrial and commercial population of these islands, but the fact of their failure to do so is very evident. The last 30 years have seen such an enormous and unprecedented development of industry, such a marvellous increase of transport facilities by land and sea, and such an immense growth in the number and capacity of competing countries, that officialdom with its innate sluggishness and conservatism could scarcely with justice be expected to realize so soon the changes taking place around it. It ought not to be forgotten that the chosen and deliberate policy of our Government for many years before the war had always been, with the apparent approval of an overwhelming body of public opinion, entirely adverse to any interference with the so-called natural course of trade, it being accepted as an axiom that the laws of supply and demand would produce sooner or later the solution of all commercial problems. It is, nevertheless, permissible to suggest that part of the function of a Government is to foresee and provide for future events, and that it ought to be in the hands of men who by their training and experience can help it to fulfil that function. A proper study of these questions would, however, lead us too far from the scope of those articles, of which the main object is to offer a few useful hints and suggestions to those trading or about to trade with South America.

THE BRITISH TRADER.

When Sheffield says that a tool pad contains eight tools, the buyer will find there eight instruments of sorts, but Birmingham used, up to a few years ago, and may be using to-day, packets for chair nails containing originally and normally 1,000 nails, but now reduced by "short count" to as low as 450 nails, the packet being unaltered outside, and having the middle filled with paper, so that it appeared full of nails no matter at which end it might be opened.

It is not asserted that such practices are widespread, nor that a fair judgment of British trade methods would be formed from that example. In spite of everything British traders still enjoy a wonderful reputation for honest and straightforward dealing; and the frauds practised on the unfortunate consumer being done with the knowledge and connivance and frequently at the request of the wholesale buyer, the latter has no grievance against the man who has sold him a "roll" of fencing wire weighing only 34 kilos instead of the original hundredweight—say, 50½ kilos. It is left to the farmer consumer to discover how many more rolls than formerly he requires to make the same length of fence. The origin of these swindles was, of course, the undercutting of prices by German firms, who reaped a temporary benefit from their malpractices, but no one who buys a roll of wire from the ordinary hardwareman in Argentina to-day expects it to weigh 50 kilos, and so the old difference no longer exist. With all his faults, due more to racial "denseness" and insular stupidity than to inherent bad faith, the British trader is still on a level where only his French rival can approach him, and far above his German competitors.

There are, of course, all kinds of buyers in South America, and a traveller must be prepared to put up with much discourtesy and many rebuffs. Perhaps the worst instance of bad manners which came under the writer's personal notice was the following, in which it is necessary to confess that the chief protagonist was a man of British race and of excellent social standing locally. We were sitting in the office of the mer-

chant, who was grumbling that the growing habit of establishing resident agents was interfering with the profits which importers of his own class had formerly been able to make with the large houses selling to up-country dealers. The traveller of a North American firm was announced and told to enter, the writer remaining also at the merchant's request. The latter told the traveller that orders to a considerable value had been prepared for his firm, and were being copied for that day's mail. They were brought in, and the merchant, changing his tone to one of anger and tearing up the order-sheets, threw them into the wastepaper basket and told the traveller—who was the first to be sent to that market by his firm to study it and to extend the business—that no more orders would be given by that buyer because he could evidently no longer be the sole importer of those particular goods.

CUTTING DOWN PRICES.

This question of sole buying agency, is one of great importance, especially in Buenos Aires, where the struggle for local and provincial business has reached incredible lengths and brought about a systematic and reckless cutting of prices which is both unbusinesslike and productive of great harm. If half a dozen competing importers receive the same article the profit on it is frequently soon reduced to nil, as each firm will cut a little in order to show advantage over their neighbours, and the buyer is very quick to see how the land lies and to obtain the utmost possible advantage from the situation. In former times the test questions usually related to the prices of sheepshears, bombillas, "shaved bone" table sets, and a little all-steel table cutlery; this last being, by the way, called and marked "Toledo," even in Sheffield. Nowadays scarcely any article is immune from such treatment, for the simultaneous arrival of half a dozen shipments (and what is more natural when the orders have been given at practically the same time, and it suits the manufacturer to execute them all together?) of any one thing will cause a temporary glut which the consignees, in their haste to turn over the money, will try to avoid by underselling.

A remark illustrating both the points just referred to was made to the writer by the head of a large English firm of importers. An order for sheepshears was being discussed, and the importer was asking why he should buy the goods from the firm represented by the writer, if the latter also sold them to other large dealers but to the merely "wholesale" as distinguished from the "importing" category, the classification being, of course, quite arbitrary and made by the "importers." The remark was to this effect: "You know that if I buy shears through you, and my travellers tell me later that they are up against the competition of other firms of secondary importance also supplied by you, I shall at once instruct my men to sell at 20 per cent or 40 per cent under cost, and so sicken your other clients that they will not buy again, nor shall I place another order with you." The same man admitted at the same time that he would sell a threshing machine set, worth perhaps £3,000, for only £5 profit, because he knew that for years afterwards his firm alone could supply the spare parts which would be required, and on which the profit was enormous (it is less now).

A LAND OF EXTREMES.

This kind of business is not carried to the same pitch anywhere else, as far as the writer's experience goes, but is becoming more and more general in South America, which is the greatest commercial cockpit in the world, and the fact helps to explain many extraordinary things by which new-comers in the trade are taken aback and bewildered, and which sometimes puzzle temporarily even old hands at the game. It is the cause of much misleading information being sent back by inexperienced men, and responsible for many headaches amongst manufacturers earnestly trying to harmonize their representatives' reports with what they themselves know to be possible. South America is a land of extremes, and has not yet reached the stage of development when the central mass has solidified, crystallized, and become conservative and rutinary in

self-defence against intruders. The millionaire can find nothing good enough for him, and the jerry-builder nothing too cheap, but the bourgeoisie has not yet found its permanent place as the general balancer and controller of life and trade.

To conclude, the writer would repeat his advice to merchant or manufacturer to go and see for himself what manner of people and what kind of life are those for which he is to cater. He will then understand why japanning is often preferred where brass would be handsomer, why fanlight fittings must allow for more ventilation than is usual here, why any labour-saving simplicity is often better than a more pretentious or even more effective arrangement implying the presence of many servants, why all unnecessary physical exercise is taboo and the latest things in domestic and office fittings are in greater demand even at higher prices than any antiquated substitute, and finally why the universal and persistent cry of these ever-changing civilizations is, as was that of a much older people, always for "some new thing."

THE SALESMAN IN SOUTH AMERICA.

(The World's Markets.)

A member of the foreign department of a large typewriter company in the United States in the course of an address at an export conference of American manufacturers recently held at Springfield, Ohio, said:—

"There is really no very great mystery about the whole subject of salesmanship in South America. First, have you a good line and have you a reasonably good production for foreign trade? That is for you to know or to find out. Next, where do your markets in South America lie? This, of course, depends upon your line. But when you consider that in climatic and topographical conditions, in natural products and in many industries, the counterparts of those of the United States may be found in many South American countries, you may come safely to the conclusion that there are markets there for practically everything we manufacture.

"It is true that European liberality in the matter of credits has made it difficult for us in the past. It is also true that this liberality on the part of Europe was carried to great extreme; so much so that this was largely responsible for the financial crisis that came over the greater part of South America just prior to the war. When staple lines that should be turned over in from sixty to ninety days are sold on terms of from six months to a year, that is not merchandising; it is lending money and inducing over-extension. That is just what England and Germany and Italy were doing before the war, in their struggle of competition for the South American trade.

"What has this got to do with salesmanship? A great deal. The qualified salesman in South America must devote much attention to keeping in touch with the matter of credits. He, above all others, must become an authority on this phase of his trade. Business cannot be done without credit in South America any more than it can be done in any other part of the world. There are plenty of good concerns in South America who are as worthy of credit as any houses of like magnitude in the United States. Right now I can think of certain houses in some of the most uncertain of these South and Central American Republics whose credit I know to be A1. Yet, I am sure that there are many American manufacturers who would not do business with them except on terms of cash in New York or against documents at the ports of entry.

"The successful salesman in South America should be well grounded in the geography and in the economics of the various countries, generally speaking. If he is, when it comes to the matter of establishing agencies or dealerships, he will parcel out his territories intelligently."

INDUSTRIAL UPHEAVAL IN AUSTRALIA.

Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, under date of September 7, sends the following information, additional to that published on page 774; *Weekly Bulletin* No 714, regarding the strike in Australia:—

The fifth week of the greatest maritime and industrial strike Australia has yet experienced dominates every phase of commercial life as this mail closes.

The labour upheaval has developed rapidly and many industries—using imported raw materials—have completely suspended operations. Timber mills, for example, have ceased making deliveries to builders and these extensive plants are silent.

In New South Wales (the seat of the trouble), members of the Independent World's Workers are being relieved from their strike activities by being sent to prison.

The mail steamer *Niagara* from Vancouver, scheduled to arrive at Sydney on August 31, was detained at Auckland, N.Z., through the apprehension of the company that the crew might leave at the terminal port. The mails and passengers for Australia came forward (several days late) by a small intercolonial steamer.

A steamer chartered to take a valuable cargo of wool, ready for shipment several weeks ago, for Canadian woollen mills is still held up through want of a crew and necessary bunker coal.

Similar illustrations of the consequences of the disastrous strike could be enumerated ad nauseam, but those quoted, applicable to Canadian interests, are indicative of the appalling labour troubles now paralysing commerce throughout the Commonwealth.

Trade, both import and export, is in a state of suspended animation while the struggle continues.

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended September 21, 1917, has been furnished by Mr. Enrique R. Margarite, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation:—

September 18, ss. *San Mateo*, 130 drums.

The market for fish in drums has continued just the same as last week, due to the absence of an active demand. Under such circumstances, the prices for codfish and haddock are sustained, but as the stocks of hake are not heavy, holders of this fishstuff have succeeded in raising the price. We quote codfish at 11½, haddock at 11½ cents per pound and hake at 11 cents.

CODFISH IN CASES.

Importation:—

September 18, ss. *Excelsior*, 450 cases from New Orleans.
 “ 18, ss. *San Mateo*, 1,500 cases from Boston.
 “ 18, ss. *Saramacca*, 165 cases from New York.
 “ 20, ss. *Bayamo*, 294 cases from New York.

More animation has been noted in the demand for codfish in cases this week, but these arrivals are too heavy and consequently the prices remain unchanged. We quote at \$17.50 to \$20 per case for that from United States and Canada.

HERRINGS.

With a rather active demand the sales of bloaters are being made at \$1.75 per large box.

GOUDA CHEESE.

The consumption of Gouda cheese is being supplied by a similar sort produced in the United States and we quote at 30 to 45 cents per pound.

POTATOES.

Importation:—

3,387 bags and 12,303 barrels from New York.
1,000 cases from Valencia, Spain.

The active demand for potatoes has not fallen off and notwithstanding these heavy arrivals, holders have raised their prices. We can quote at \$8.25 per barrel and Spanish potatoes in cases at $3\frac{7}{8}$ cents per pound.

EXCHANGES.

New York, 3 d/s., one-eighth per cent premium.
London, s/d. at \$4.77 $\frac{3}{4}$ per £.

RUSSIAN MONEY, WEIGHTS, AND MEASURES.

The following tables showing the Canadian equivalents for certain Russian weights, measures and money used in Russia are taken from a pamphlet entitled "The Russian Market and How to Enter It," by R. A. Lenski, published by the Russo-British Trade Exchange Ltd., London, England:—

Money—

1 rouble=100 copecks. Nominal value=51.5 cents.

Measures of length—

1 verst=500 sashen=0.663 miles.

1 sashen=1 foot (1 Russian foot=12 inches which equals the English foot measurement).

1 archine=16 vershok=2 feet 4 inches.

Square measure—

1 sq. verst=0.44 miles.

1 dessiatine=2.70 acres.

1 sq. archine=5.44 feet.

Cubic measures—

1 cubic sashen=12.70 c. yards.

1 cubic archine=0.47 c. yards.

Liquid measure—

1 vedro=10 shtoff=2.70 gallons.

1 shtoff=10 chark=1.08 quarts.

Dry measure—

1 chetvert=8 chetverik=0.723 quarters.

1 chetverik=8 garnetz=0.722 bushels.

Weights—

1 berkovetz=10 poods=3.224 cwt.

1 pood=40 pounds (funts)=36.112 pounds.

1 pound=96 zolotniks=14.448 ounces.

1 lot (3 zolotniks)=0.451 ounces.

1 zolotnik=96 doli=0.150 ounces.

NOTES ON FOREIGN TRADE.

Refrigeration in Italy.

INCREASING INTEREST IN COLD STORAGE INSTALLATIONS.

(The British Export Gazette).

It is a curious anomaly that in Southern Italy, where the heat is greater than in any other part of the kingdom, refrigerating installations and cold stores are almost non-existent, whereas in the northern provinces and in Central Italy considerable progress has been made, especially during the last ten years, both in regard to the acquisition of refrigerating plant and the erection of cold stores. The provinces of Turin and Milan monopolize one-third of all the refrigerating plant in Italy, but headway is also being made in Como, Bergamo, Novara, Cuneo, Pavia, Mantua and Udine, these seven provinces accounting for another third. As to cold stores, the largest are to be found at Genoa, Naples, Venice, Rome, Bologna, and Palermo. About 25 cold stores are attached to municipal slaughterhouses, and upwards of 200 more of smaller capacity are installed in other connections. Altogether, the cold storage capacity of the country is about 192,000 cubic yards and about 270 compressors are installed, capable of producing over 12,250,000 cold units per hour.

A COMING MARKET FOR EQUIPMENT.

It is admitted that Italy is only at the very beginning of refrigeration development, but that there is a great future for the country in this direction cannot be questioned, and enterprise ought to be particularly marked in the southern provinces and in Sicily and Sardinia, where the climatic conditions are such as to afford almost illimitable opportunities for both refrigeration and cold storage on a large scale. The Government is looked to to give much of the needed stimulus, particularly in affording assistance in the provision of adequate cold storage for the slaughter-houses of the principal urban centres, and thereby setting the example to the many private firms dealing in perishable foodstuffs who may be regarded as prospectively interested in installations of this sort. Of course, little real progress can be expected during the continuance of the war, but more attention than has hitherto been the case might be paid by the British manufacturers specializing in the necessary equipment to the actual needs of the market and the possibilities of future business. If they are not already represented in Italy it would certainly be advisable for them to take early steps to this end.

Standardization of Glassware and Enamelware Industries in Japan.

(Board of Trade Journal.)

H.M. Commercial Attaché at Yokohama (Mr. E. F. Crowe, C.M.G.) reports that, according to the local press, steps are being taken by Japanese manufacturers of glassware and enamelled-ware to organize associations with the object of restricting the export of inferior Japanese goods. It appears that since the commencement of the war both the glassware and enamelled-ware industries of Japan have developed considerably, mainly at the expense of Germany, and in order to retain the trade they have secured, Japanese manufacturers are seeking means to ensure the production of standard goods.

Drafts on the Dominican Republic.

(Consul Arthur McLean, Puerto Plata, United States Commerce Reports.)

The customary usance of drafts drawn by American exporters on firms in this consular district is thirty and sixty days' sight, although they are drawn occasionally at sight, three and fifteen days' sight, and one hundred and twenty days' date.

European exporters, who have almost been eliminated from this market since the war, except in a few special lines, are now drawing at ninety and one hundred and twenty days' sight, but in normal times they drew at six months' date on their Dominican clients.

It is a practice of local importers not to accept drafts until the arrival of the goods.

A draft drawn on a firm in this market with all documents attached and sent through a bank for collection is not a protection to the shipper as in most other countries. A consignee may obtain possession of a shipment without proof of ownership by merely having an extra copy of the consular invoice made out at the custom house, at a cost of \$1. If the shipper does not wish the consignee to secure the shipment until he has paid or accepted his draft, he should arrange to have it consigned to a local commission house, with instructions not to make delivery until they have received advices from the bank that the draft has been honoured.

In order to be of value it is necessary to protest a draft the day it matures, the cost of which is \$8.

Russia: the World's Timber Yard.

(The Paper-maker and British Paper Trade Journal.)

To the man whose interests necessitate his keeping constantly informed of the timber and pulp supply of the world, the story of the Siberian forests—but one phase of its many naturally endowed potentialities—ought to read with unwonted attraction. Already the lumberman is beginning to turn his eyes from the Scandinavian peninsula towards Russia. Russia to-morrow will be the world's timber yard, for there are no less than two-fifths of the Empire in forest land. In European Russia the forests extend over an area of about 345,000,000 acres, of which 214,500,000 acres belong to the state, 88,000,000 to individuals, 26,000,000 to peasants, and 11,000,000 to the Crown, leaving 6,000,000 acres under diverse ownership. In Asiatic Russia most of the forest land belongs to the state. A conservative estimate puts it at 636,000,000 acres, a low figure when it is remembered that much of the land is as yet unexplored. Thus vast reaches of the timber belt in the Yakutsk province, bordering on the Arctic, which have never known the foot of civilized man, are roughly reckoned at 90,000,000 acres. The same is true of the vast forest areas in Eastern Siberia. It is safe to say that two-thirds of the timber land in the Russian Empire lies between the Urals and the Pacific. Of the total 636,000,000 acres owned by the state, 239,500,000 are being worked directly by the Government, with a yield of about 300,000,000 cubic feet of timber.

Grass Seeds for Argentina.

(London Times Trade Supplement.)

Before the war Germany used to supply the Argentine Republic with certain varieties of grass seeds for which there is a steady demand and a ready market. This trade, our Buenos Aires Correspondent suggests, might well be diverted into British hands. The three chief classes were alfalfa seed, "Cebadilla Australiana" (bromus or prairie grass), and oats, black and white, for sowing. There were in Hamburg, he states, several large firms which bought all classes of alfalfa seed from Italy, France, Spain, and Russia; the seed was cleaned and polished by special machinery, standardized into types, and sold very largely to the Argentine Republic. "Cebadilla Australiana," as its local name implies, came originally from Austria and New Zealand; German houses imported the seed largely into this Republic before the war. The seed oats came originally from Great Britain and her Colonies, but the big business, so far as the importation into this market is concerned, was done by German houses.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending Octber 5th, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	389,394	195,538	65,419		650,351
Consolidated Elevator Co.	536,049	102,796	20,897	32,193	691,935
Empire Elevator Co.	368,458	188,598	20,736	41,430	619,222
Ogilvie Flour Mills Co.	193,397	66,801	40,366		300,564
Western Terminal Elevator Co.	403,344	99,704	4,588	30,126	537,762
G.T. Pacific	369,063	378,683	30,562	15,726	794,028
Grain Growers' Grain Co.	137,609	338,413	20,397		496,419
Fort William Elevator Co.	38,403	30,792	28,238	9,352	106,785
Eastern Terminal Elevator Co.	80,970	96,509	4,068		181,547
Port Arthur—					
Port Arthur Elevator Co.	475,580	406,564	207,244	33,928	1,123,316
D. Horn & Co.	36,003	70,359	5,328	17,052	128,742
Dominion Government Elevator	250,565	571,068	26,372	51,465	899,470
Thunder Bay	153,609	22,200	26,769	14,824	217,402
Total Terminal Elevators	3,432,444	2,568,025	500,984	246,090	6,747,543
Saskatoon Dom. Govt. Elevator	26,543	37,846			64,389
Moosejaw Dom. Govt. Elevator	81,813	18,920	641	70	101,444
Calgary Dom. Govt. Elevator	6,856	21,805	109	516	29,286
Vancouver Dom. Govt. Elevator	10,340				10,340
Total Interior Terminal Elevators	125,552	78,571	750	586	205,459
Depot Harbour					
Midland—					
Aberdeen Elevator Co.	88,557				88,557
Midland Elevator Co.		49,200			49,200
Tiffin, G.T.P.	199,683	1,530			201,213
Port McNicol	610,282	32,676			642,958
Collingwood					
Goderich	466,397	59,332		21,999	547,728
Western Canada Flour Mills Co. Ltd.	99,919	6,959			106,878
Kingston—					
Montreal Transportation Co.	807				807
Commercial Elevator Co.		670			670
Port Colborne	522,052				522,052
Prescott					
Montreal—					
Harbour Commissioners No. 1.	98,257	195,105			293,362
" " No. 2.	240,678	52,138	15,046		307,862
Montreal Warehousing Co.	488,492	173,500	27,433		689,425
Quebec Harbour Commissioners	3,266	30,830			34,096
West St. John, N.B.	64,991	9,706			74,697
Halifax, N.S.	94,268				94,268
Total Public Elevators	2,977,649	611,646	42,479	21,999	3,653,773
Total quantity in store	6,535,645	3,258,242	544,213	268,675	10,606,775

NOTE.—There are 29,873 bushels U.S. corn and 2,845 bushels U.S. rye in store at the Harbour Commissioners Elevator No. 2.

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended October 5, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—Grades.				
No. 1 Hard	233,754	.....	255,873	489,627
No. 1 Northern	1,945,683	41,762	1,109,808	3,097,253
No. 2 "	450,777	23,813	359,017	833,607
No. 3 "	210,318	8,784	294,916	514,018
No. 4 Wheat	90,145	4,475	260,768	355,388
No. 5 "	6,319	2,062	54,756	63,137
No. 6 "	13,880	837	49,713	64,430
Other	481,568	43,819	592,798	1,118,185
Totals.....	3,432,444	125,552	2,977,649	6,535,645
Oats—Grades.				
No. 1 C. W.	8,931	.....	.....	8,931
No. 2 "	1,154,597	12,320	135,084	1,301,901
No. 3 "	367,783	.....	92,520	460,303
Ex. No. 1 Feed.....	507,405	18,417	23,860	549,682
No. 1 Feed.....	139,550	9,124	100,345	249,019
No. 2 "	186,945	6,507	39,973	233,425
Other.....	202,814	32,203	219,864	454,981
Totals.....	2,568,025	78,571	611,646	3,258,242
Barley—Grades.				
No. 3 extra C. W.	2,561	.....	27,433	29,994
No. 3 C. W.	175,954	107	5,949	182,010
No. 4 "	143,017	2	1,375	144,394
Feed	85,488	.....	7,722	93,210
Rejected.....	27,759	.....	.....	27,759
Other.....	66,205	641	.....	66,846
Totals.....	500,984	750	42,479	544,213
Flax—Grades.				
No. 1 Northwestern Canada	150,674	342	.....	151,016
No. 2 C. W.	48,765	162	.....	48,927
No. 3 "	3,468	12	.....	3,480
Rejected .....	.....	.....	.....	.....
Other.....	43,183	70	21,999	65,252
Totals	246,090	586	21,999	268,675
Corn.....				
Total quantity in store.....	6,747,543	205,459	3,653,773	10,606,775

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators, and Public Elevators in the East on October 5, 1917, with comparisons for three years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>October 5th, 1917.</i>			
Terminal Elevators.....	3,432,444	3,315,099	6,747,543
Interior Terminals.....	125,552	79,907	205,459
Public Elevators in the East.....	2,977,649	676,124	3,653,773
Total.....	6,535,645	4,071,130	10,606,775
<i>October 6th, 1916.</i>			
Terminal Elevators.....	6,863,248	3,427,913	10,291,161
Interior Terminals.....	271,373	63,472	334,845
Public Elevators in the East.....	5,099,660	8,890,557	13,990,217
Total.....	12,234,281	12,381,942	24,616,223
<i>October 8th, 1915.</i>			
Terminal Elevators.....	11,605,603	1,940,675	13,546,278
Interior Terminals.....	51,681	1,253	52,934
Public Elevators in the East.....	1,365,217	375,450	1,740,667
Total.....	13,022,501	2,317,378	15,339,879
<i>October 8th, 1914.</i>			
Terminal Elevators.....	17,206,128	5,256,776	22,462,904
Public Elevators.....	4,449,197	1,093,983	5,543,180
Total.....	21,655,325	6,350,759	28,006,084

**Number of Cars of Grain and Total Quantities Inspected at Winnipeg and other
Points in the Western Division for the Undermentioned Periods—*Concluded.***

		Month of September, 1917.	Month of September, 1916.
		No.	No.
Barley—			
Number Two C. W.			
" Three Extra C. W.		8	15
" Three C. W.		292	325
" Four C. W.		171	346
Rejected		112	64
No Grade.		107	43
Condemned		38	
Smutty			
Feed.			293
Total Barley	f Cars.	728	1,086
	Bushels.	946,400	1,466,100
Flaxseed—			
Number One N. W. Canada.		42	281
" 2 C. W.		7	5
" 3 C. W.		6	3
Rejected		2	6
No Grade.		2	1
Condemned.			
Total Flaxseed	f Cars.	59	296
	Bushels.	64,900	340,400
Rye.	f Cars.	62	26
	Bushels.	62,000	26,000
Screenings	f Cars.	48	29
	Bushels.	48,000	29,000
Speltz.	f Cars.		
	Bushels.		
<i>Recapitulation.</i>			
Grain—			
Wheat.	f Cars.	17,100	12,675
	Bushels.	19,665,000	15,210,000
Oats.	f Cars.	509	2,420
	Bushels.	992,500	4,961,000
Barley.	f Cars.	728	1,086
	Bushels.	946,400	1,466,100
Flaxseed.	f Cars.	59	296
	Bushels.	64,900	340,400
Rye	f Cars.	62	26
	Bushels.	62,000	26,000
Screenings.	f Cars.	48	29
	Bushels.	48,000	29,000
Speltz.	f Cars.		
	Bushels.		
Total Grain.	f Cars.	18,506	16,532
	Bushels.	21,778,800	22,032,500
Canadian Pacific Railway.		9,794	9,199
" " " Calgary.			269
Canadian Northern Railway.		6,619	5,838
Great Northern Railway, Duluth.		196	219
Grand Trunk Pacific.		1,897	1,007
Total		18,506	16,532

RECAPITULATION—COMPARATIVE FIGURES FOR

Month of September.	Total Number of Cars.
1901-2.....	4,927
1902-3.....	4,330
1903-4.....	3,157
1904-5.....	1,764
1905-6.....	6,271
1906-7.....	7,763
1907-8.....	2,381
1908-9.....	11,018
1909-10.....	17,365
1910-11.....	12,438
1911-12.....	10,565
1912-13.....	5,953
1913-14.....	27,943
1914-15.....	34,526
1915-16.....	27,759
1916-17.....	16,532
1917-18.....	18,506

Statement showing the total quantities of each kind of Grain received at, and shipped from Public and Private Terminal Elevators at Fort William and Port Arthur during the month of September, 1917.

	Receipts.	Shipments.		Total Shipments.
		Lake.	Rail.	
	Bush.	Bush.	Bush.	Bush.
Wheat	12,062,025	6,511,467	686,904	7,198,371
Oats.....	414,147	396,634	745,595	1,142,229
Barley.....	596,291	92,793	79,821	172,614
Flax.....	49,407	129,710	34,236	163,946
Rye.....	15,168			
	13,137,038	7,130,604	1,546,556	8,677,160
Rejected Mixed Grain (lbs.).....	1,278,330	51,690	3,565,272	3,616,962

TENDERS INVITED.

Australia.

POSTMASTER-GENERAL'S DEPARTMENT, PERTH, WESTERN AUSTRALIA.

Tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for equipment required by the Postmaster-General's Department, Perth, W.A. These tender forms are open to the inspection of Canadian Manufacturers at the Department of Trade and Commerce, Ottawa (refer File No. 17424). Tenders addressed to the Deputy Postmaster-General, Perth, Western Australia, are as follows:—

Schedule.	Date closing.	Particulars.
No. 583.	December 5, 1917.—	30 magneto bells, as specified.
"	"	100 terminal caps.
"	"	1,000 dry rectangular cells.
"	"	12 condensers.
"	"	500 3-amp. fuses.
"	"	13,000 glass enclosed fuses.
"	"	50 control locks with three keys for telephones.
"	"	100 microtelephones.
"	"	100 mouthpieces.
"	"	200 microphone mouthpieces.
"	"	100 ebonite earpieces.
"	"	3 non-polarized relays, with three windings.

South Africa.

RAILWAY EQUIPMENT.

A letter has been received from Mr. W. J. Egan, Canadian Trade Commissioner in Cape Town, South Africa, in which he says that the South African Department of Railways and Harbours are advertising in the local papers that the High Commissioner for the Union of South Africa in London has been requested to invite tenders for:—

Fifty class 12 locomotives and tenders.

Eighteen side door suburban coaches.

Six carriage under frames complete with bogeys.

Tender forms and full particulars may be obtained only from the office of the High Commissioner for the Union of South Africa in London, England.

RAILWAYS AND HARBOURS—COPPER TUBES.

The Trade Commissioner in Cape Town, Mr. W. J. Egan, has forwarded to the Department of Trade and Commerce, copies of tender No. 2/108, for copper tubes for locomotive requirements, issued by the Department of Railways and Harbours of the Union of South Africa and recently transmitted to the High Commissioner for South Africa in London, England. These tender forms are open to the inspection of Canadian manufacturers at the Department of Trade and Commerce, Ottawa. (Refer file No. 17176). This tender is of service in pointing out to Canadian manufacturers the necessity of representation in South Africa or London.

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1371. **Agricultural implements and motor tractors.**—A farmers' trading company of New Zealand wishes to arrange for the representation of Canadian manufacturers of the above-named articles.

1372. **Wooden tea trays.**—A London house who are already agents for one important Canadian company would like to arrange to represent Canadian manufacturers of the above articles.

1373. **Wire, plain galvanized and barbed.**—A Buenos Aires firm of English nationality would be pleased to undertake the representation of any Canadian manufacturer in the above-named lines.

1374. An English house at Buenos Aires, having connections with English railways and Government buying departments, wishes to represent Canadian manufacturers of the following lines: Lumber, heavy chemicals, iron sheets, iron and steel, wires, railway material and railway supplies.

1375. A large English importing house in Buenos Aires would accept the representation of Canadian factories in the following lines provided the goods were suitable to that market, and on conditions to compete: Canvas and sailcloth; boots and shoes; cotton, woollen and fancy goods.

1376. **Show cases.**—An importer in Belfast, Ireland, wishes to get into communication with Canadian manufacturers of show cases.

1377. **Codfish.**—A Cuban commission merchant in Santiago de Cuba wishes to make connections with a Canadian dealer in codfish who would be in a position to export codfish at all seasons of the year.

1378. **Rope, twine, nails, hoop-iron, etc.**—A firm of merchants in Cape Town, South Africa, wishes to get in touch with Canadian manufacturers of rope, twine, nails, hoop-iron, etc.

1379. **Galvanized buckets.**—A hardware firm in Barbados would like to receive catalogues of galvanized pails and buckets from Canadian manufacturers.

1380. **Wire fencing.**—A Barbados firm dealing in general hardware desires correspondence with Canadian manufacturers of wire fencing.

1381. **Galvanized roofing sheets.**—A hardware firm in Barbados desires to import galvanized corrugated roofing sheets from Canada.

1382. **Wrapping paper.**—A firm in Kingston, St. Vincent, B.W.I., makes inquiry for Canadian wrapping paper.

1383. **Zinc ores.**—A London company who import zinc ores invites offers from Canadian producers able to export regular supplies. They would also consider proposals of other minerals.

1384. **Cod liver oil.**—A London firm is desirous of getting into communication with influential Canadian manufacturers of cod liver oil, of which they would handle large quantities either as selling agents or purchasing outright. Offers required c.i.f. London or Liverpool. They are also interested in fish oils generally. Further details on file at Department of Trade and Commerce, Ottawa.

1385. **Brushware.**—An East London (South Africa) firm requests catalogues, price lists and other details on Canadian made hardware.

1386. **Hardware.**—An East London (South Africa) firm of wholesale importers requests catalogues from Canadian manufacturers of household, builders and farm hardware, farm and hand tools, and household utensils. Price lists to be inclosed.

1387. **Foodstuffs.**—A firm in East London (South Africa) desires correspondence with Canadian manufacturers and shippers of foodstuffs in such lines as bacon and hams, cheese, condensed milk, canned foods, including salmon, flour and cereal foods. Samples when possible are requested.

1388. **Tools and handles.**—A Durban firm of wholesale merchants requests samples when possible, catalogues and price lists with particulars of packing from Canadian manufacturers of shovels, spades, pickaxes, axes, farm tools, also pickaxe tools and broom handles.

1389. **Foodstuffs.**—A Durban firm of wholesale merchants is prepared to purchase from Canada hams and bacon, pearl barley, blanchmange, egg and custard powder, condensed milk sweetened, corn flour, herrings (fresh, kippered and salt), salmon (full red and pink), fish paste, oatmeal, peaflour, pickles, starch, golden syrup, vinegar. Details regarding each of above lines are on file at Department of Trade and Commerce, Ottawa.

1390. **Mining material.**—A Durban firm of import merchants makes demand for supply of light rails, wheelbarrows (tubular and wood), steel plates, coal mining tools such as shovels, picks, etc.

1391. **Bakers' and confectioners' supplies.**—A firm in Durban, S.A., requests correspondence from Canadian manufacturers of glucose in barrels, corn starch for confectioners' and bakers' supplies.

1392. **Chemicals.**—A Durban firm of import merchants makes demand for supply of chemicals, caustic soda 89/90 per cent, bicarbonate of soda, arsenic of soda, phosphoric acid powder 42 per cent soluble in water.

1393. **Flour.**—A Durban firm of importers and agents is prepared to take up representation for Natal and Transvaal of a Canadian flour mill prepared for regular export under normal conditions.

1394. **General agency.**—A Durban manufacturers representative seeks the representation and requests correspondence from Canadian manufacturers prepared to export baking powder, foodstuffs, glucose, caustic soda, wrapping paper, paper bags, galvanized iron, fencing standards and hardware lines.

1395. **Manufacturers' agency.**—A South Africa commission house now representing a Canadian manufacturer would take up other agencies in cotton prints, cotton blankets, wool blankets, silk hose, silk gloves, cotton gloves, kid gloves (men's and women's).

1396. **General agency.**—A Johannesburg firm of shippers and manufacturers agents is prepared to consider Canadian agencies.

1397. **Hardware, farm implements and tools, windmills.**—A Natal firm of importers making a specialty of agricultural machinery and implements, hardware, including enamelware, asks for price lists and catalogues with particulars of packing of hardware. Price lists to be f.o.b. Canadian ports.

1398. **Household goods.**—A Cape Province (South Africa) firm making a specialty of 5c., 10c., and 25c. goods, asks for catalogues and price lists from manufacturers supplying these lines, chiefly kitchen utensils.

1399. **Hardware.**—A Durban firm of wholesale merchants is open to purchase from Canada, Yankee patterned handled axes, hatchets, fencing pliers, tower pincers, wrenches (all kinds), staple vices, shovels, spades, iron and wood screws, galvanized fencing staples, bright netting staples, sad irons, farm tools, and other lines of hardware. Catalogues and price lists requested.

1400. **Manufacturers' agency.**—A Cape Town firm of manufacturers' agents, with branch offices in Johannesburg, is prepared to consider the representation in South Africa for any line of foodstuffs, including flour, and proprietary lines of all kinds.

1401. **Foodstuffs.**—A Durban firm of manufacturers' agents and wholesale merchants requests correspondence from Canadian shippers of foodstuffs, except flour. Special request for correspondence from shippers of canned salmon.

1402. **Hardware, woodenware, leather goods, agricultural implements, farm tools, hand tools, enamelware, farm and household utensils, iron and steel.**—A firm in the Eastern Cape Province (South Africa) handling in a wholesale way lines suitable for the native trade, requests catalogues and price lists from Canadian manufacturers of the above lines.

1403. **Hardware.**—A Transvaal firm of wholesale importers requests catalogues, price lists and samples when possible from Canadian manufacturers of any line of household, building and farm hardware, farm and hand tools, kitchen utensils, wheelbarrows and shovels.

1404. **Brushware.**—A Transvaal firm of wholesale importers requests catalogues and price lists and samples when possible of brushware from Canadian manufacturers.

1405. **Carbide.**—A South African firm of engineers acting as merchants and agents in some cases, requests direct communication from manufacturers of carbide for acetylene lighting and oxy-acetylene welding and cutting work.

1406. **Agencies.**—A Durban firm of engineers, with branches in each centre of South Africa, is prepared to take up the representation for Canadian manufacturers of railway and signalling apparatus, shovels, mechanical machinery, electrical machinery, machinery specialties, steam and water packing, asbestos slates and coal tar.

1407. **Electrical supplies.**—A Glasgow firm will be glad to receive catalogues and price lists of electrical supplies, such as bayonet lampholders, ceiling roses, tumbler switches, porcelain fuses, wall sockets and plugs, etc. This firm has an Import license.

1408. **Electrical supplies.**—A Glasgow firm of wholesale metal merchants asks to be put in touch with Canadian exporters of electric bells, indicators, all accessories, wirings, etc., for after-the-war trade.

1409. **Tool handles.**—A Glasgow firm who have a license for importation, asks for quotations on ash and hickory handles for rakes, hay forks, hoes, and miners' and engineers' tools. With a view to after-the-war business, they also wish to get in touch with exporters of broom handles.

1410. **Maple syrup.**—A Glasgow firm is interested in receiving samples and quotations on Canadian maple syrup.

1411. **Macaroni.**—A Glasgow firm asks quotations, c.i.f. Glasgow, on macaroni in one and two-ton lots.

1412. **Maple syrup.**—A Glasgow house would like to get into touch with Canadian exporters of the above.

1413. **Bolts and nuts.**—A Glasgow firm wishes to communicate with manufacturers of the above for after-the-war business.

1414. **Macaroni.**—An Edinburg firm makes inquiry for the above.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

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* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, Via Carlo Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontuma.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom,

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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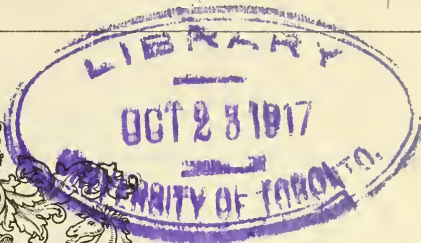
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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

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*Commercial Intelligence
Journal*



VOL. XVII.

No. 717.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, OCTOBER 22, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

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The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, October 22, 1917.

No. 717

RUSSIA IN EUROPE.

REPORT OF TRADE COMMISSIONER.

(*Mr. C. F. Just.*)

PETROGRAD, August 31, 1917.

MINERS' TOOLS IN RUSSIA.

The chief coal fields of European Russia in active operation are situated in the Donetz Basin (Kharkov, Ekaterinoslav, Hughesovka); the Dombrovo Basin (South Western Poland); the Urals (Ekaterinburg); the Moscow Basin (Riazan and Tula); and in the Caucasus (the Kuban territory, Rostoff-on-Don, and near Kutais and Poti. In Asiatic Russia there are coalfields in Western Siberia (Omsk and Nicolaievsk); and in Eastern Siberia (Vladivostok).

The coal production for the whole Empire in 1915 was 27,820,000 tons. Of this total the mines of the Donetz Basin contributed over 26 million tons; the Dombrovo coalfields were in the occupation of the enemy; the Ural district yielded 1,250,000 tons; the Moscow region 400,000 tons and the Caucasus 60,000 tons, these last two districts having a purely local significance.

The labour situation in the coal districts of Russia is quite a peculiar one. Coal miners as a regular class do not exist and the collieries are obliged to employ casual labour, drawing their men from the agricultural classes in the central and southern provinces. During the winter labour is fairly abundant, but when farming operations begin the mines are shorthanded until the end of September when the men again appear. Thus in the Donetz Basin in 1915 the number of men employed was 150,000 in April and 208,000 in November.

Coal miners' tools, such as shovels and picks, are produced cheaply and on a large scale in Russia.

In the mines of the Donetz Basin English-made shovels of the types and sizes given below have been imported in large quantities for many years. The types Nos. 3 and 4, and sizes No. 4 to 6 are chiefly used. (See illustrations.) The prices given are the wholesale prices obtaining before the war franco station in the district. Present prices are, of course, much higher and are constantly changing. Swedish and Finnish makes have latterly been introduced but they do not compare in quality with the English article.

Miners' picks are almost invariably of local manufacture.

Miners' picks, iron, with forged points, "Akine" mark, with handle, of local manufacture (Hughesovka), wholesale selling price at present Rs. 2 each. Spare picks, weighing 1½ pounds, Rs. 1.20 net, franco station.

Miners' steel pickaxes, (Fig. 5), of Russian make (Nijni-Novgorod), weighing 8 Russian pounds, cost Rs. 6.75.

The coal-miners' shovels and picks used in the Urals are all of local manufacture and compared with English makes are a very inferior article. Their cost and weights are approximately as follows :—

Shovels, weighing about 23½ pounds, 35 copecks each, or about Rs. 4 per pood (40 pounds Russian=36 English pounds.)

Picks, weighing 4 Russian pounds, price approximately same as shovels by weight.

Attempts have been made to introduce solid British tools of this nature, but the Russians are very conservative in this respect and do not take kindly to any changes.

The miners' shovel (Fig. 6) used in Siberia is made for the market in the following weights and sizes, with well riveted handle socket. In Eastern Siberia long handles are supplied and fitted locally for the use of the coolie labourers.

	Length of Blade. Millimetre.	Breadth of Blade. Millimetre.	Weight each Millimetre.
No. 1	330	275	1'300
No. 1½	330	300	1'500
No. 2	340	290	1'500
No. 3	360	295	1'700

Miners' picks in use are Russian made of the classes described above.

The names of the chief dealers of miners' tools and supplies in the districts referred to above can be had on application to the Department of Trade and Commerce, Ottawa. (Refer "Russian miners' tools," file No. 17217.)



Fig. 1

FIGURE 1.

	1	2	3	4	5	6
	$9\frac{1}{2} \times 12$	$10 \times 12\frac{1}{2}$	$10\frac{1}{2} \times 13$	$11 \times 13\frac{1}{2}$	$11\frac{1}{2} \times 14$	$12 \times 14\frac{1}{2}$
Rs.	1.35	1.40	1.45	1.50	1.60	1.65

FIGURE 2.

	1	2	3	4	5	6
	$9\frac{1}{2} \times 12$	$10 \times 12\frac{1}{2}$	$10\frac{1}{2} \times 13$	$11 \times 13\frac{1}{2}$	$11\frac{1}{2} \times 14$	$12 \times 14\frac{1}{2}$
Rs.	1.35	1.40	1.45	1.50	1.60	1.65



Fig 2

FIGURE 3.

	1	2	3	4	5	6
	$10 \times 12\frac{1}{2}$	$10\frac{1}{2} \times 13$	$11 \times 13\frac{1}{2}$	$11\frac{1}{2} \times 14$	$12 \times 14\frac{1}{2}$	$12\frac{1}{2} \times 15$
Rs.	1.35	1.40	1.45	1.50	1.60	1.65



Fig. 3

FIGURE 4.

	1	2	3	4	5	6
	$10 \times 12\frac{1}{2}$	$10\frac{1}{2} \times 13$	$11 \times 13\frac{1}{2}$	$11\frac{1}{2} \times 14$	$12 \times 14\frac{1}{2}$	$12\frac{1}{2} \times 15$
Rs.	1.35	1.40	1.45	1.50	1.60	1.65



Fig. 4

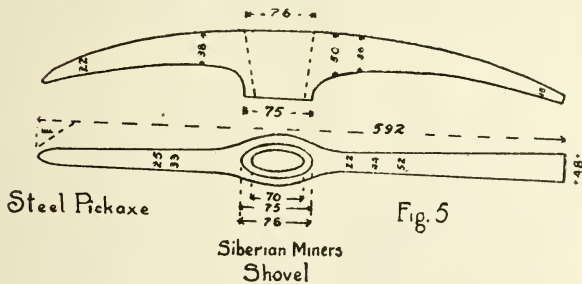


Fig. 5

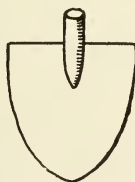


Fig 6

These figures are those quoted before the war. Present prices are considerably increased.

AUSTRALIA.

REPORT OF TRADE COMMISSIONER.

(Mr. D. H. Ross.)

MELBOURNE, August 16, 1917.

LIMITATION OF IMPORTATIONS INTO AUSTRALIA.

The anticipated policy of the Commonwealth Government in regard to the limitation of the importation of luxuries and unnecessary commodities was disclosed in the Federal Parliament on August 10.

The first instalment of the list of goods and products which are to be prohibited from importation, except by the consent of the Minister of Trade and Customs, was not so comprehensive as importers expected.

Under proclamation, the prohibition went into immediate effect, but, as the proposals have not yet been ratified by Parliament, some modifications in the schedule are possible.

It was announced that the prohibition of luxuries had to be considered in varied aspects, such as loss to the revenue, finding employment for local artisans and the effect restricted importations would have on shipping space for goods to Australia. It had to be remembered that while additional unnecessary commodities might have been prohibited as luxuries, vessels might not find sufficient cargo to come to Australia and, therefore, shipowners would make up their profit on return freights.

A brief statement of the proclamation was cabled, on August 11, to the Department of Trade and Commerce, Ottawa, for the information of Canadian manufacturers and exporters.

EFFECT OF PROHIBITION ON GOODS IN TRANSIT AND IN ORDER.

The embargo on the importation of luxuries will not affect goods in bond in Australia, or such as were in Australian ports, or in course of transit to Australia on the date of the proclamation. While no regulations or decisions have yet been promulgated, it is considered that goods in transit from the factory to the shipping port on August 10 will be admitted.

Further, it has not so far been determined what action will be taken by the Department of Trade and Customs, in respect of bona fide orders which had been placed, prior to the date of the proclamation, by Australian importers with oversea manufacturers. Yesterday, in replying to a deputation, the Minister stated that representations made by importers, upon whom hardship was inflicted, would be dealt with in a businesslike and commonsense manner. When departmental decisions are arrived at, the information will be promptly published in future issues of the *Weekly Bulletin*.

FIRST INSTALMENT OF PROHIBITED IMPORTS.

The articles which are at this date prohibited from importation into Australia, together with the values of the importations during the fiscal year of 1915-16 (the latest statistical information obtainable) are shown as follows:—

Prohibited Imports—	Imports in 1915-16.
Ale, beer and porter, in bottle.. . . .	£ 252,961
“ “ “ bulk.. . . .	3,825
Cider and perry.. . . .	289
Brandy, bottled.. . . .	27,969
“ bulk.. . . .	57,680
Gin, British.. . . .	41,212
“ Hollands and Geneva.. . . .	31,816
“ Schnapps.. . . .	61,079
Rum, bottled.. . . .	2,436
“ bulk.. . . .	24,159
Whisky, bottled.. . . .	70,664
“ bulk.. . . .	666,080
Spirits, n.e.i.. . . .	28,230
“ perfumed and bay rum.. . . .	56,151
Perfumery.. . . .	158,726
Biscuits.. . . .	11,337
Confectionery, n.e.i.. . . .	185,774
Cocoa and chocolate confectionery.. . . .	274,994
Eggs in shells and otherwise.. . . .	32,277
Fur apparel.. . . .	55,773
Jewellery, excluding bolt and split rings, swivels, ear wires, bars and stampings; gold and silver lace, braid, cord and such articles used in the manufacture of jewellery.. . . .	106,949
Jewellery, imitation, n.e.i., and imitation precious stones, also jewellery commonly known as rolled gold and jewellery under 9-carat.. . . .	34,652
Bodies for motor cars, lorries, and wagons, including dashboards, footboards, and mudguards.. . . .	307,749
Total.. . . .	<u>£2,492,782</u>

ITEMS PROHIBITED FROM IMPORTATION.

With regard to spirits, although a prohibition has been issued, importation by license will be permitted to the extent of seven-tenths the quantity imported in 1916-17. The importations of spirits from Great Britain in 1915-16 were valued at £780,037. Of the total schedule, the United Kingdom supplied goods to the approximate value of £1,567,263; Canada £66,967, and the United States £375,898.

The Canadian items were chiefly motor-car bodies £63,256, and whisky £2,309.

The United States values were principally in motor-car bodies, £223,383; perfumery, £64,110; perfumed spirits and bay rum, £14,306; confectionery, £86,755; imitation jewellery, £5,906; fur apparel, £2,197; beer, £1,714, and spirits, £1,687.

The embargo on fur apparel (largely made in Australia from domestic and over-sea skins) will not affect Canadian trade. Australian importations have been chiefly from the United Kingdom. Furred skins are not prohibited and there has been some expansion in the exports from Canada in 1916-17.

To compensate for the loss of revenue caused by the above prohibitions and limitations of imports, certain items in the tariff have been altered and customs duties increased, details of which are published on page 950 of this issue of the *Weekly Bulletin*.

NEW ZEALAND.

REPORT OF TRADE COMMISSIONER.

(Mr. W. A. Beddoe).

AUCKLAND, N.Z., August 7, 1917.

TRADE AND FINANCIAL REVIEW OF NEW ZEALAND.

There is an excess of deposits in the banks over advances amounting to £8,919,877, so that money is easy and available for all requirements. The loan mentioned by the Finance Minister will meet with a ready response.

Imports from Canada.

For the quarter ended June 30, the imports are less than the corresponding quarter last year. Motor cars and tires account for nearly the whole shortage. Taking the entire six months ended June 30, the deficit is the same as for the second quarter, showing that business is about as usual for the half year. The fact that there have been no boats from Montreal for some months affects the trade figures, but the second half of the year will no doubt average up well.

The New Budget.

There has been no discussion, at the time of mailing, on the budget, but it is not expected that it will differ much from the synopsis which will be found below. Until it finally passes the house, it cannot be ascertained how trade with Canada will be affected.

Imports into New Zealand from Canada during the Quarter ended June 30, 1917.

The following shows the total value of imports into New Zealand from Canada during the Quarter ended June 30, 1917, together with articles affected by, and value of, the Canadian preference:—

Article.	Value.	Canadian Preference.
I. Foodstuffs of Animal Origin—		
Fish—		
Preserved in tins, etc.	£ 9,046	1d. per lb.
Fresh, or preserved, by cold process	25	10%
Smoked, dried, pickled and salted.	59	5s. per cwt.
II. Foodstuffs of Vegetable Origin—		
Confectionery—		
Chocolate, in fancy packages.	55	4%
Unenumerated.	94	½d. per lb.
Fruits, fresh, apples.	3	—
Macaroni and vermicelli.	14	—
III. Beverages (Non-alcoholic)—		
Cocoa and chocolate.	1	½d. per lb.
Tea.	5	—
IV. Spirits and Alcoholic Liquors—		
Whisky.	270	—
VIII. Vegetable Substances—		
Seeds, grass and clover.	6,484	—
IX. Apparel—		
Apparel and readymade clothing.	2,352	—
Apparel made to order, etc.	21	—

Article.	Value.	Canadian Preference.
Boots and shoes—		
Children's boots, etc. (Nos. 0-6)	11	10%
Goloshes and overshoes of rubber	1,342	11½%
Grindery	508	—
Gum boots, etc.	1,459	—
Unenumerated	55	6d. per pair, and 7½% ad val.
Corsets	4,348	—
Furs and fur trimmings	104	—
Haberdashery, etc.	119	—
Hosiery	96	—
Millinery, n.o.e.	5	—
X. (b) Textiles—		
Carpets, druggeting, and floorcloth	26	—
Drapery, n.o.e.	6	—
Mats and matting	24	—
Felt sheathing	38	—
Cotton, n.o.e.	171	—
Woollen, n.o.e.	6	—
Unenumerated	7	—
Rugs	1	—
Tents, tarpaulins, etc.	1	—
Cordage, n.o.e.	42	10%
XI. Paints and Varnishes—		
Mixed, ready for use	26	1s. 4d. per cwt.
Varnish, lacquers and gold-size	2	4½d. per gal.
XII. Stones and Minerals—		
Gum, kauri (New Zealand produce returned)	15	—
Mill, grind, oil and whetstones	43	—
XIV. (a) Metal, Unmanufactured and Partly Manufactured, and Ores—		
Iron and steel—		
Bar, bolt and rod	2,151	20%
XIV. (b) Metal Manufactures, other than Machinery—		
Bolts and nuts	48	—
Chains and chain cables	174	—
Fencing staples	343	—
Hardware, hollow-ware and ironmongery	2,957	10%
Iron and steel—		
Pipes and fittings	2,121	20%
Lamps, lanterns and lampwicks	605	10%
Nails	1,053	1s. per cwt.
Plate and platedware	6	10%
Rivets and washers	9	—
Telephones and accessories therefor	2,849	10%
Tinware and tin manufactures	7	12½%
Tools and implements	23	—
Wire—		
Fencing, barbed	123	—
“ plain	2,614	—
Iron, n.o.e.	984	—
Wove wire and metal gauze	1	10%
Other, plain	9	—
Metal manufactures, unenumerated	720	10%
XV. Machines and Machinery—		
Agricultural—		
Ploughs	457	—
Unenumerated	462	—
Electrical	8	10%
Engines, gas, oil and hot air	57	10%
Printing machines	3	10%
Sewing machines	25	—
Tools, engineers' machine, etc.	135	—
Typewriters	67	—
XVI. India-rubber and Manufactures Thereof—		
Hose, tubing and piping	25	20%
Other	15	—
XVI. (b) Leather and Manufactures Thereof—		
Belting, leather	7	—
Leather	5,038	—
Saddlery, n.o.e.	42	10%
XVII. (a) Timber—		
Laths	91	—
Sawn, n.o.e., dressed, other	48	—
“ “ rough	114	—

Article.	Value.	Canadian Preference.
XVII. (g) Wood, Cane and Wicker Manufactures—		
Carriage materials—		
Shafts, spokes, and fellows in the rough.. . . .	22	—
“ “ “ dressed	17	—
Doors and sashes.. . . .	325	10%
Furniture, n.o.e..	166	12½%
Mouldings and panels.. . . .	130	—
Woodenware and turnery, n.o.e..	2,336	10%
XVIII. Earthenware, Chinaware and Cement—		
China, porcelain and parianware.. . . .	1	10%
Glass—		
Crown sheet and common window.. . . .	33	—
Glassware, n.o.e..	240	10%
Plaster of Paris, gypsum, etc..	27	—
XIX. (a) Paper—		
Bags, n.o.e..	97	12½%
Cardboard boxes, materials for.. . . .	560	20%
Paperhangings..	2,327	—
Printing paper..	40,298	20%
Wrapping paper, unprinted.. . . .	258	2s. 6d. per cwt.
Writing paper..	1,487	—
XIX. (b) Stationery—		
Books, papers and music, printed.. . . .	42	—
Calendars and showcards	14	10%
Handbills, circulars, etc..	2	3d. per lb.
Manufactured, n.o.e..	87	12½%
Unenumerated..	365	10%
XX. Jewellery, Timepieces and Fancy Goods—		
Fancy goods and toys..	81	10%
Jewellery, unenumerated..	35	10%
Tobacco pipes, cigarette papers, etc..	2	10%
XXI. Optical, Surgical and Scientific Instruments—		
Cinematograph films..	23	—
Optical..	186	—
Surgical and dental instruments.. . . .	32	—
XXII. Drugs, Chemicals and Druggists' Wares—		
Calcium carbide..	1,226	—
Medicinal preparations, drugs, etc	92	10%
XXIII. Miscellaneous—		
Cartridges..	4	10%
Asbestos..	67	—
Combs, hair and toilet..	36	10%
Shipchandlery, n.o.e..	3	—
Musical Instruments—		
Pianos..	595	10%
Materials for, and parts of..	387	10%
Pianolas, etc..	55	10%
Furniture, knife and plate powder and polish.. . . .	272	—
Soap powder..	11	—
Vehicles—		
Bicycles and tricycles, materials for..	102	10%
Motor bicycles and tricycles..	17	10%
Carts, drays and wagons..	9	—
Motor cars, etc..	14,852	10%
“ rubber tires for..	761	—
“ materials for..	4,572	—
Materials for, and parts of	19	—
Miscellaneous..	35	—
Total..	£122,674	—
Quarter ended June 30, 1916..	£202,245	\$1,011,225
“ “ “ 30, 1917..	122,674	613,370
Decrease in 1917..	£79,571	\$397,855

Principal Increases and Decreases.

The following comparative tables give the particulars of the principal increases and decreases in imports into New Zealand from Canada for the quarter ended June 30, 1917, as against the quarter ended June 30, 1916:—

Increases.		Decreases.	
Fish, preserved in tins.. . . .	£2,000	Vegetables, dried and preserved... .	£ 500
Seeds, grass and clover.. . . .	3,000	Apparel, etc..	1,200
Goloshes and overshoes.. . . .	1,300	Furs and fur trimmings.. . . .	700
Gum boots..	1,400	Hosiery..	900
Corsets..	2,000	Piece-goods..	1,000
Hardware, etc..	2,000	Naphtha, wood..	400
Lamps, lanterns, etc..	600	Iron and steel—	
Telephone accessories.. . . .	2,800	Bar, bolt, rod..	7,000
Leather..	2,000	Pipes and fittings..	11,000
Woodenware..	1,500	Angle and tee..	500
Printing paper..	2,000	Fencing staples..	1,000
Writing paper..	1,400	Nails..	7,000
Carbide of calcium..	700	Wire fencing, plain..	3,000
Materials for motor cars.. . . .	2,000	“ n.o.e..	1,000
		Furniture..	1,800
		Wrapping paper..	2,000
		Motor cars..	43,000
		“ rubber tires for	15,000

Principal Imports into New Zealand.

The following list of articles imported into New Zealand from all countries during the six months ended June 30, 1917, and the value of same, together with the figures for the corresponding months of 1916, give an idea of the character and quantity of certain articles consumed in this country:—

	Six Months, 1917.	Six Months, 1916.
Soft Goods—		
Apparel..	£ 531,777	£ 576,984
Boots and shoes..	193,894	153,516
Carpet and oilcloth..	90,233	101,862
Drapery, n.o.e..	103,256	119,913
Hats and caps..	56,925	59,753
Hosiery..	116,116	162,951
Millinery..	34,975	46,284
Canvas..	51,363	44,015
Cotton piece-goods..	668,568	645,816
Linen piece-goods..	9,220	19,348
Silk piece-goods..	125,409	118,701
Woollen piece-goods..	335,149	345,660
Hardware—		
Cement..	452	566
Hardware..	148,580	169,538
Iron—		
Bar, bolt, rod..	65,510	121,699
Corrugated sheet..	6,779	139,273
Fencing wire..	29,247	69,594
Barbed wire..	12,302	13,025
Pig and scrap..	45,514	20,662
Pipes and fittings..	71,639	129,774
Lead..	15,506	19,368
Machinery—		
Dairy..	38,445	34,426
Agricultural..	57,662	49,006
Electric..	210,106	235,744
Engines, gas, etc..	37,523	26,453
Mining..	8,226	7,964
Sewing..	30,757	28,134
Nails..	26,830	42,804
Railway and tramway plant.. . . .	21,940	57,341
Tin, sheet and block..	82,367	88,814
Tools..	65,539	59,278
Foodstuffs—		
Confectionery..	28,497	84,879
Fish preserved..	60,569	37,788

	Six Months, 1917.	Six Months, 1916.
Soft Goods—		
Fruit—		
Dried..	73,059	117,492
Fresh..	65,872	53,933
Flour..	79,488	26,334
Grain, unprepared..	155,921	77,905
Jams, jellies, etc..	6,029	5,819
Milk, preserved..	9,811	3,549
Onions..	5,853	2,422
Pickles and sauces..	3,458	5,861
Rice..	32,435	37,544
Salt..	25,557	43,015
Sugar..	288,173	259,625
Beverages—		
Ale and stout..	13,425	23,039
Spirits—		
Whisky..	163,424	177,646
Other..	29,664	55,997
Wine..	30,056	38,834
Cocoa, coffee, etc..	18,149	57,678
Tea	225,165	196,891
Miscellaneous—		
Bicycles (including motor)..	46,854	72,922
Books, papers, music..	106,492	100,304
Candles..	5,889	12,340
Carbide of calcium..	8,881	17,156
Coal..	163,573	91,176
Cordage and twine..	60,645	48,754
Cornsacks and woolpacks..	175,922	168,646
China and earthenware..	62,473	66,569
Glass and glassware	79,072	90,369
Furniture..	14,314	20,570
Greases..	4,571	4,835
India-rubber goods..	23,001	24,371
Leather..	132,010	86,008
Leather manufactures..	43,008	37,802
Manures..	165,174	186,236
Matches and vestas	26,326	14,328
Motor vehicles..	325,227	412,032
Oils—		
Benzine, etc..	333,158	229,223
Kerosene..	63,346	79,454
Castor..	11,198	14,787
Linseed..	19,952	33,697
Turpentine..	9,092	10,795
Other..	62,375	63,601
Paints, colours and varnish..	98,540	101,300
Paper—		
Printing..	128,015	125,642
Other..	76,040	63,837
Pianos..	33,831	39,806
Seeds, grass and clover..	105,094	86,161
Stationery..	64,000	59,489
Tobacco..	153,414	176,973
Cigarettes..	69,007	119,040
Cigars and snuff..	11,035	11,333
Timber, hewn and sawn..	100,600	64,389
Specie..	160,655	782,450
Total..	<u>£10,589,791</u>	<u>£11,969,814</u>

The following is a comparison of the aggregates of the different divisions of imports for the six months of 1917 and 1916:—

	Six Months, 1917.	Six Months, 1916.
Soft goods..	£ 2,316,885	£ 2,394,803
Hardware..	974,924	1,313,453
Foodstuffs..	834,722	756,166
Beverages..	479,883	550,085
Miscellaneous..	2,782,129	2,733,945
Other goods..	3,040,593	3,438,910
Specie..	160,655	782,450
Total..	<u>£10,589,791</u>	<u>£11,969,814</u>

The total, apart from specie, exhibits a decrease of £758,228, or $6\frac{3}{4}$ per cent, on 1916. Foodstuffs and miscellaneous are the only sections showing increase over 1916. The biggest decrease is in the hardware division where restricted supply, notably of corrugated iron, is the main cause of the loss.

In view of the continued shortage of tonnage, it appears probable that New Zealand imports may be much restricted for some time, and present stocks will consequently advance in value.

Synopsis of Proposals.

Additional provision for remissions of rent to members of Expeditionary Forces and discharged soldiers on the land.

Increased borrowing-powers under the Discharged Soldiers' Settlement Act, 1915.

Provide for borrowing an additional £24,000,000 for war purposes at $4\frac{1}{2}$ per cent, half the amount to be issued at once.

Provide for loan of £750,000 for public works expenditure, including £250,000 for telegraph extension.

Provide additional heavy taxation on persons failing to subscribe to war loans according to means. This will not apply to persons with incomes under £700.

Provide £2,000,000 for employment of discharged soldiers.

Abolition of excess profits tax and increase of income tax on a progressive scale.

Substitution of a progressive land tax for ordinary and graduated taxes.

Special war tax to be levied on incomes at increased schedule rates.

Provision for inscribing loans in New Zealand.

Amusement tax.

Continuation of war bonus to state employees.

Increased old age, military, widows' and miners' pensions.

Additional allowances to soldiers' dependents.

Increases in customs and excise duties.

The important items relating to the financial operations of the past year were as follows:—

Successful flotation of £16,000,000 for war purposes. Of this sum, £11,000,000 subscribed within the Dominion; approximate cost, $\frac{1}{2}$ per cent.

Investments in London increased to £7,000,000.

Redemptions and renewals effected amounting to £1,859,040.

Completion of conversion scheme by which £2,133,000 converted into long-dated securities.

Net surplus, £4,308,777.

Public works expenditure reduced to £1,278,922.

Income tax receipts increased by £2,870,007.

Post Office Savings Bank deposits increased by £3,436,844.

Record collection of customs and excise revenue, over £4,000,000.

Short-dated securities to Imperial Government for war advances converted into long-dated securities.

Gross war expenditure, £28,439,912.

Cost of War Pensions—Annual Liability, £270,000.

The claim for war pensions dealt with from the passing of the War Pensions Act in August, 1915, to March 31, 1917, total 7,337, made up of 4,677 from discharged soldiers and 2,660 from dependents of deceased and disabled soldiers. These have been dealt with as follows: Pensions for twelve months and upwards, soldiers 1,003, dependents, 2,075; temporary pensions, 3,194,258; declined, 436,259; adjourned, 10-10; on hand, 34-58.

The average values of the pensions granted are: To soldiers, £52; to wives and widows, including 686 children, £98; to other dependents, £29. With temporary

pensions, the total annual liability was £342,195. Of the total pensions granted, some 1,300, which were granted for a period only, have been terminated, and the annual liability in regard to the remainder at the close of the year stood at £270,000. The gross payments made by way of pensions in New Zealand during the year amounted to £176,982, to which must be added the amounts paid to dependents of returned soldiers, who subsequently became pensioners, by way of allotment after the date of casualty, and also payments made to pensioners residing in Great Britain and Australia by the High Commissioner and Commonwealth pension authorities, respectively, amounting in all to another £15,000 at present, of which amount some £7,500 only had been brought to charge at the close of the year.

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(Mr. F. A. C. Bickerdike.)

MANCHESTER, August 15, 1917.

RESTRICTION OF COTTON OUTPUT.

The Cotton Control Board have just issued their scheme for the restriction of output. It provides for a week's notice to be given to all cotton spinning firms, including spinners of waste, ordering a stoppage of all but 60 per cent of their total spindlage and looms, and equivalent preparatory machinery.

Period of Restriction.

This is to be put into operation for a period of three months only in consequence of the very strong effort being made by the Shipping Controller to increase the tonnage available for cotton. The instructions issued under the Raw Cotton Order, 1917, and the Restriction of Output Order, 1917, are as follows:—

In force September Third.

That the rationing of cotton on the lines already laid down be continued, and by co-operation with the Liverpool Cotton Association, imports of cotton be encouraged to the fullest possible extent. That a week's notice be given to all cotton spinning firms (including spinners of waste) ordering a stoppage of all but 60 per cent of their total spindlage and the equivalent preparatory machinery. Such stoppage shall take effect on and after Monday, September 3, 1917.

Licenses for Extra Spindlage.

Licenses are to be granted to spinners of Egyptian and Sea Island cotton who wish to work more than 60 per cent of their total spindlage, on the following terms in fractions of a penny per spindle per week, calculated on total spindlage of the mill:—

				Mule Spindles.	Ring Spindles.
60 per cent and below	70 per cent	..	..	$\frac{1}{8}$	$\frac{3}{16}$
70 "	"	80	"	$\frac{1}{4}$	$\frac{1}{2}$
80 "	"	90	"	$\frac{3}{8}$	$\frac{9}{16}$
90 "	"	100	"	$\frac{1}{2}$	$\frac{3}{4}$

Under this scheme in a mule spinning mill containing 100,000 spindles, 60,000 may be run without any payment. If the firm desire to run more than 60,000 spindles they will be required to pay the levy as above on the full 100,000 spindles.

Licenses to Spinners of American.

That licenses be granted to spinners of American and all other growths of cotton (except Egyptian and Sea Island) to work up to 70 per cent of their total spindlage on the payment of $\frac{1}{2}$ d. per mule spindle or $\frac{1}{3}$ d. per ring spindle on the whole of the spindles in the mill.

That licenses be granted to spinners of American and other growths (except Egyptian and Sea Island) who are employed on Government contracts to work more than 70 per cent of their total spindlage subject to the payment of a weekly levy at the rates specified.

Levy on Looms.

That notice be given to manufacturers to stop all but 60 per cent of the total number of their looms on and after Monday, September 3, 1917, so that within four weeks of the date of such notice they must not be working more than 60 per cent. This extension of time is in order to meet the working up of beams at present in the looms.

Licenses for Extra Looms.

That a license to work extra looms be granted to manufacturers on the payment of a weekly levy of 2s. 6d. per loom on all looms working over and above the 60 per cent, on looms up to and including 72-inch reed space. Over 72-inch reed space the levy to be 5s. per week per loom. Thus in the case of a firm with 100 looms up to 72-inch reed space, 60 looms (60 per cent) can be worked without payment of levy. If the firm wish to work extra looms, say all the 100 looms, they would be required to pay a levy of 2s. 6d. per loom per week on the forty extra looms.

Compensation for Workers.

That in consideration of the notices for advances in wages, sent in by the operatives organizations, being suspended, the moneys received from the payment of levies referred to in the preceding clauses will be used by the Board of Control for the following purposes:—

- (a) To prevent the depletion of the trade union funds.
- (b) To ameliorate the want and distress which the temporarily unemployed operatives would otherwise be put to.
- (c) For any other purpose (brought on by the crisis), that the Board may think proper.

Operation of the Scheme.

This scheme will be dealt with jointly by the Board of Control and the trade unions' and employers' organizations, with a view to causing the least inconveniences and hardship during the present critical period, the main object being to spread the burden on all sections, and to give practical proof of the desire of both employers and employed to work together for the good of all.

BRITISH WEST INDIES.**REPORT OF TRADE COMMISSIONER.**

(*Mr. E. H. S. Flood.*)

BARBADOS, August 13, 1917.

THE LIME INDUSTRY OF DOMINICA.

A summary of the report of the Agricultural Department of Dominica for 1916, which gives the general condition of the crops, and of the various agricultural indus-

tries, should prove interesting to Canadians, as Dominica is becoming each year a better customer of Canada. A great part of the report is devoted to the lime cultivation, which is now the major industry of the colony. Much attention has been given in recent years to this cultivation, and steady advances have been made. Due to a succession of cyclones in the last three years, the quantity of limes exported has not increased, though the area under lime trees is extending, and the cultivation pushed with energy by the planters, and assisted by the skill of the Agricultural Societies. In 1912 the lime crop, calculated in barrels of fruit, amounted to 370,000 barrels, and in the following year rose to 391,000. Then a stationary period intervened, due to the cyclones, and last year the amount obtained was a little less, and amounted to 384,000. The following table calculated on the usual basis¹ shows the disposal of the crop under various heads:—

Product—	Barrels of Fruit.
Concentrated juice.. . . .	228,904
Raw juice.. . . .	76,548
Fresh limes.. . . .	38,916
Citrate of lime.. . . .	39,315

Raw Lime Juice.

The principal country to which the colony's raw lime juice is exported is Great Britain, which takes annually about three-fourths of the whole. Canada takes also a considerable quantity—in 1915 over 76,000 gallons, and last year some 20,000 gallons. The fall off in export to Canada may be due to the heavy shipments made in the last year or two to Great Britain, to meet the requirements of the Army and Navy for lime juice. In 1912 the total export was about half a million gallons, and rose in 1915 to 777,064, dropping last year to 574,109, due no doubt to the effects of the hurricanes referred to. The export of green limes has remained about the same in quantity for some years past, nearly all of these going to the United States, which country takes also the bulk of the citrate of lime, the United Kingdom taking the concentrated juice as well as the ordinary juice referred to above.

It is to be noted that other countries besides Dominica are now giving attention to the cultivation of the lime, as a reference is made in the report to the competition of Porto Rico, Cuba, Florida, and other West Indian Islands—St. Lucia, Grenada and Trinidad. The New York market is mainly supplied by Dominica during the spring months, and it is noted that an effort is being made by the Governor of the colony to standardize the product.

Exports of Lime Products.

The exports of lime products during 1916 were as follows:—

Product—	Quantity.	Value.
Concentrated lime juice.. . . .gal.	152,603	£ 44,379
Raw lime juice.. . . .“	574,109	50,452
“ juice cordial.. . . .“	5,000	772
Green limes.. . . .brl.	38,916	47,852
Pickled limes.. . . .“	415	415
Citrate of lime cwt.	2,956	9,244
Essential oil of limes.. . . .gal.	5,504	16,803
Otto of limes.. . . .“	680	2,435
		£172,352

*NOTE.—50 gallons of concentrated lime juice represent seventy-five barrels of lime fruits; 7½ gallons of raw juice represent one barrel of lime fruits; 1 ton of citrate of lime is equivalent to 266 barrels of lime fruits.

AUSTRALIAN EMBARGO ON MOTOR-CAR BODIES.

The following information regarding the embargo placed on the importation of motor-car bodies by the Commonwealth of Australia has been furnished by Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne:—

EMBARGO ON MOTOR-CAR BODIES.

From all countries, the values of the importation of motor-car bodies into Australia in 1915-16 is given at £307,749, of which amount—taking that period as a basis—the prohibition affects Canadian manufacturers to the extent of £63,256. The duties on motor-car bodies were:—

Tariff Item, 359.	Tariff on Goods the Produce or Manufacture of the United Kingdom.	General Tariff.
Vehicle parts, viz.—		
(3) Bodies for vehicles with self-contained power propelled by petrol, steam, electricity, oil, or alcohol, n.e.i., including dashboards, footboards, and mudguards—		
(a) Single-seated bodies each.	£15	£17
(b) Double-seated bodies. “	21	24 10s.
(c) Bodies with fixed or movable canopy tops, e.g., landaulette, limousine, taxi-cab, and similar types, and n.e.i. “	36	42

It is estimated that the loss of revenue from this source for the coming year will be, approximately, £100,000, but, when introducing the measure, the minister contended that motor-car bodies could be built in Australia, thus furnishing employment to artisans.

CUSTOMS DEFINITION RESPECTING MOTOR-CAR BODIES AND CHASSIS.

In order to make it perfectly clear to Canadian manufacturers what parts of a motor-car are not prohibited from importation into Australia, the ruling of the Commonwealth Customs Department is appended thus:—

Bodies of motor-cars, including side cars for motor-cycles, are prohibited from importation.

The chassis, which includes the wheels, engine, bonnet, footboards and mudguards are admitted as heretofore.

The steel frame work of motor-car bodies will not be affected by the prohibition

NEWFOUNDLAND'S POTATO CROP.

Mr. W. B. Nicholson, Canadian Trade Commissioner in St. John's, Newfoundland, writes as follows regarding potatoes:—

“According to the expectations of the Agricultural Board, Newfoundland's potato crop this year will be ample for the ordinary needs of the colony, it being estimated that the yield will exceed two and one-half million bushels, or a supply per head per year of as much again as is ordinarily consumed.

“The customs returns show that in 1914 the colony imported 149,874 bushels of potatoes; in 1915 imports were 149,523, and in 1916 97,237 bushels, while this year, up to the present, importations have been nil. The normal consumption of potatoes is given by the board as being about four and one-half bushels per head per year.”

EXPANSION OF DYESTUFF INDUSTRY IN THE UNITED STATES.

(United States Commerce Reports.)

In response to inquiries for more complete information on the domestic industry than that given in the article on dyestuff production in the United States, which appeared in Commerce Reports for May 14, 1917, the Bureau of Foreign and Domestic Commerce on June 6 sent forms to all manufacturers of dyestuffs known to the Bureau, requesting their co-operation in securing more accurate returns. Practically the whole industry responded, the exceptions being a few minor firms and those just beginning operations and not in a position to calculate their probable output. Of 103 forms filled in and returned, all but three show in detail the capital invested and the variety, monthly production, and occasionally the quality of product manufactured by each firm, with frequent notations indicating the lines of experimental research now being conducted with a view to further development. On the remaining three forms reasons were given why only partial information was available.

Notices received during the year state that 12 firms have gone out of business or discontinued the manufacture of dyestuffs. Ten others have been eliminated by consolidations or absorbed by holding companies. An increasing tendency is shown in the industry to an amalgamation of interests among certain plants making crudes and intermediates with others producing finished dyestuffs, which will probably result in a more extended variety of colours at a decreasing cost of production. Several instances are noted where two or more allied corporations have apparently pooled their interests to facilitate the manufacture and marketing of their products, while one recent amalgamation includes some of the largest plants in the country.

Many of these great corporations have branches in various cities of the United States, and a few have established agencies in Latin-American capitals and in London, Paris, and Shanghai.

CAPITAL INVESTED.

The capital stock given on 90 forms aggregates \$158,913,650. According to notices of very recent incorporations, 22 new enterprises have a total capital of \$4,112,000, making the total investment in the industry \$163,025,650, as far as actual figures are available. This amount does not include the capital invested in dyestuff production by 10 firms, some of which are just beginning operations, while others state that they are not incorporated and have no capital stock, but are amply financed, or are owned by a single individual. These plants will probably be in full operation by 1918 and add several million dollars capital to the dyestuff industry. Another difficulty encountered in computing the total capitalization is the fact that a number of firms which formerly manufactured only explosives or a general line of chemicals state that their dyestuffs are by-products of recent development and that it is impossible to draw a line of demarcation to determine just what portion of their capital is invested in colour production. No effort has therefore been made to supply these missing figures. If full and accurate data were obtainable, it is believed that the recent estimate of \$200,000,000 invested in the domestic dyestuff industry, published in one of the trade journals, would be too conservative.

Twenty-one of these corporations have invested from \$1,000,000 to \$21,000,000 each, and 40 others have a capital ranging from \$100,000 to \$800,000.

ESTIMATED OUTPUT OF 100 PLANTS.

From figures submitted by the manufacturers the following totals of monthly production for the current year have been compiled:—

Firms Making Returns.	Products.	Pounds.
22 Crudes—		
	Benzol, toluol, and some xylo and phenol.. . . .	*1,240,350
	Benzol, toluol, natural and synthetic phenol, cresol, naphthalene, anthracene, and some xylo, cumol, and amylene.. . . .	6,181,600
40 Intermediates.. . . .		10,420,600
46 Artificial colours.. . . .		5,000,000
13 Vegetable dyestuffs and extracts (including some tanning extracts not stated separately)		8,183,500

* Gallons.

The above returns were submitted voluntarily and are as nearly complete as can be obtained by correspondence. For general purposes, they are fairly representative of the industry as a whole, though faulty from a statistical standpoint since, as stated, no returns were received from several minor firms so recently established as to be unable or unwilling to go into details of product and output, but whose combined production for the remainder of the calendar year would constitute only a small percentage of the whole. In some instances the figures for benzol are in excess of the amount used in the production of synthetic phenol. In this connection, it may be interesting to compare the above with published estimates by a leading authority on the subject that out of an approximate benzol production for 1917 of 220,000,000 pounds only 37,000,000 pounds would be used for dyes; and a present indicated consumption of 12,000,000 pounds of naphthalene per annum in the manufacture of intermediates.

As stated by some of the larger firms, it is, of course, difficult if not impossible to give the exact amount of each article produced month by month, as the production varies according to the market. The demand for certain colours remains constant, while others are discontinued and the intermediates required in their manufacture are diverted to other purposes. The industry is still in the experimental stage, many products being manufactured on a semi-commercial scale, with processes not fully developed and qualities not yet standardized. In the case of the larger groups or amalgamations, the proper co-ordination of multiple phases of manufacture is being slowly perfected. The limited capital and productive capacity of newer plants frequently limit their operations to the filling of actual orders without any attempt to carry their products in stock.

INTERMEDIATES.

In round numbers, the forty estimates of the monthly output of manufacturers of intermediates range from 1,000 to 2,000,000 pounds each. The monthly production of three factories reaches seven figures, and that of 15 others is expressed in six figures. Some of the factories make only the intermediates required for their own consumption in producing finished colours, some manufacture in excess of their own needs, while the efforts of others are confined to a line of intermediates only. The major portion of the total output of intermediates is probably consumed in the dyestuff industry, although a large amount, especially trinitrotoluol, falls in the category of explosives. There is a constant increase in the variety of intermediates and chemicals produced in this country for making colours. Dyestuff manufacturers are now producing large quantities of toluidines, resorcin, xyloidine, dianisidine, naphthylamine, diphenylamine, tolidine, benzidine, benzaldehyde, benzylchloride, nitrobenzol, nitrotoluol, H-acid, phthalic, metanilic, sulfanilic, and naphthionic acids, naphtholsulfo acids, naphthylaminsulfo acids, and amidonaphtholsulfo acids, Schaeffer's salt, paranitraniline, dimethylaniline, and numerous others.

A glacial acetic acid plant of large capacity is expected to begin operation in September, and will be of the greatest assistance to the industry in general.

ARTIFICIAL COLOURS.

The current monthly production of forty-six manufacturers of finished dyes is at the rate of 5,000,000 pounds, or 60,000,000 pounds annually, individual outputs ranging from 600 to over 2,000,000 pounds each. This does not include any estimate from one plant of the first magnitude whose entrance into the industry has just been announced to the trade, or a score of smaller projects organized but not yet in full operation. The total shown includes only the figures given by the factories of actual production for the current calendar year, and makes no allowance for many plants now in course of construction which will soon be producing colours on a commercial scale, nor for the output of many dyes still in the experimental stage. These facts leave no doubt that our present annual domestic output greatly exceeds in quantity the entire consumption of artificial colours in the United States during the year 1914, estimated at 60,000,000 pounds, and is probably equivalent to the current annual consumption, which is considerably in excess of that for 1914. The returns further show beyond all question that a vast amount of technical talent and native inventive genius are now being concentrated on experimental research to perfect processes of production, improve quality, and enlarge the variety of dyes so as to include not only the more complex known colours concurrently used in Europe but possible new ones.

Coal-tar dyes in a variety of colours suitable for leather, textiles, straw, paper, inks, stains, pigments, varnishes, waxes, feathers, furs, and for many other purposes are now regularly obtainable from domestic sources. Several manufacturers carry full lines of direct, acid, basic, chrome, oil, and sulphur colours, while others confine their efforts to improving and extending their output of particular groups. Prominent among the colours produced are nigrosines, indulines, triphenyl-methane dyes, safranines, eosines, chrysoidines, rhodamines, rosanilines, direct fast reds, browns and yellows for cotton, fast chrome colours for wool, Sudan colours, basic violets, synthetic indigo and indigotines, alkali blues for the silk and woollen industries and also for the lithographic trade, metanil yellow, methyl violet, methylene blue, benzo-purpurine, benzo sky blue, primuline, naphthol green, rose bengale, gallocyanine, and special chrome and khaki colours.

Considerable attention is being given by about a dozen firms to developing as rapidly as the requisite intermediates are available the triphenyl-methane dyes, particularly fuchsine, methyl violet, methylene blue, magenta, and malachite green. Their output of many of these colours was not separately stated by some of the factories. The itemized figures given by only a few of the plants, however, show a monthly production of this series of colours amounting to 62,200 pounds. Of this quantity 18,200 pounds represent methyl violet and 13,450 pounds methylene blue. Two manufacturers specialize on the needed intermediates for these dyes.

There is a largely increased production and variety of reds, yellows and scarlets, prominent among them being parareds for the printing trade, lithol red R, paramagenta, croceines, fast red Bordeaux for wool acid reds and scarlets, wool scarlet, Biebrich scarlet, chrome yellow, metanil yellow, chrome orange, and brilliant orange. A wide range of fast reds, blues, greens, yellows, blacks, and greys, for cotton is also available.

Colours now produced on a commercial scale that were not made in this country until recently are alizarin blues, browns, and yellows for calico printing, and for wool; paracolours for lakes or pigments, vat dyes (sometimes called indigoids) for cotton shirtings and ginghams, synthetic indigo, rhodamine, patent blue, and Biebrich scarlet.

VEGETABLE COLOURS AND EXTRACTS, MINERAL DYES, LAKES, AND PIGMENTS.

Present production and new developments contemplated include blacks and greens in natural colours for calico printers, a special logwood blue, special mordants for dyeing new shades in direct cotton colours, khaki dyes, cutch, archil, and logwood extracts, and cudbear powdered, orange, and lemon flavines, Osage orange in a variety

of shades, American sumac extract, indigotin, and natural indigo shades. It is stated by several plants that their output depends on the domestic demand, ample facilities being available for a largely increased production at any time. Some operate at half capacity while others are running twenty-four hours a day.

One firm is making sulphur brown (not a coal-tar product) on an extensive scale, while another company is producing mineral colours in standard shades for wool.

Soluble Prussian blue, Chinese blue, pigment brown, lakes in all the principal colours, paratoners, dry colours, and dyes for lake makers are specialties handled by different manufacturers.

PHOTOGRAPHIC DEVELOPERS, PHARMACEUTICALS, SYNTHETIC PERFUMES, ETC.

The urgent demand for photographic developers since the war began has greatly stimulated the production of hydroquinone, p-amidophenol, metol, amidol, and reducin. Single firms report monthly outputs of 1,000 to 15,000 pounds each of hydroquinone.

Manufacturers of coal-tar by-products are also marketing quantities of salicylic acid and its derivatives—particularly acetyl-salicylic acid (aspirin)—phenacetine, acetphenetidin, acetanilide, and other medicinals.

One maker of intermediates is producing the synthetic perfumes nerolin and bromelia. Another firm includes vanillin, used in flavouring extracts, in its list of products, and also saccharin.

FUTURE DEVELOPMENTS CONTEMPLATED.

The most striking features brought out on the forms filled in by the dyestuff manufacturers is the marvellous growth of the industry and the plans in process of formation for its continued expansion in both domestic and foreign fields.

Announcement has been received of the entrance into the dyestuff industry of the leading company manufacturing explosives, fully equipped with a chemical and engineering staff, plant, and laboratory facilities, and an adequate commercial organization to meet the demand for colours on a vast scale. Other new plants in process of construction or to begin operations before 1918 are two for coal-tar crudes, one for anthracene, one for glacial acetic acid, four new buildings for aniline dyes, one for chrysoidine and methylene blue, one for nigrosine, induline and magenta, and one for nigrosine only. A producer of direct, acid, and chrome colours expects to double his present output of nearly half a million pounds annually inside of 12 months. One plant making methylene dyes is planning to double its capacity, two others making aniline colours will also double their capacity shortly, one manufacturer expected to have patent blue and fuchsine on the market after July, one of the larger corporations is now making auramine and lanafuchsine on a small scale and installing equipment for their increased output, and another contemplates the manufacture of primuline in considerable quantity. A producer of high-grade colours for silk is enlarging his factory and contemplates the early production of safranine and a suitable plant for the extensive manufacture of aniline dyes.

Notations on a very large proportion of the forms returned show that experimental research is in progress on a great variety of products that are now being manufactured on a semi-commercial scale with a view to increasing production as the processes are worked out in the different establishments.

Foreign trade opportunities published in Commerce Reports during the past few months from agencies in Norway, Spain, Brazil, Venezuela, and several from India, indicate foreign fields awaiting exploitation in this line, while recent sales of such products have been made in England.

Dyes and dyestuffs exported from the United States during the fiscal year ending June 30, 1917, were valued at \$11,710,887 as compared with \$5,102,002 for 1916. Beginning with July 1, 1917, the classification for monthly statements of exports will include under dyes and dyestuffs the subdivisions, aniline dyes, logwood extract, and all other shown separately.

The Canadian High Commissioner's office has furnished the following market quotations for Canadian produce for the week ended September 19, 1917:—

CANADIAN PRODUCE PRICES IN THE UNITED KINGDOM.

Cheese—

Bristol.....	—	130/6d.	per cwt.
Liverpool.....	—	130/6d.	"
London.....	—	130/6d.	"
Glasgow.....	—	1/2d	"

Butter—

Bristol.....	—	—	
Liverpool.....	—	—	
London.....	—	—	
Glasgow	—	206/	"

Bacon (sides)—

Bristol.....	—	—	
Liverpool.....	—	157/	"
London.....	—	157/	"
Glasgow.....	—	—	"

Bacon (Cumberland cut)—

Bristol.....	—	—	
Liverpool.....	—	155/	"
London.....	—	—	
Glasgow.....	—	—	"

Hams (long cut, green)—

Bristol.....	—	—	
Liverpool.....	—	146/	"
London.....	—	146/	"
Glasgow.....	—	—	

NEW ZEALAND WAR LOAN.

Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, includes the following information regarding the New Zealand war loan in his report of September 11:—

Last year New Zealand performed the splendid achievement of subscribing nine and a quarter millions sterling in only ten days, and the small loan certificates have brought in about one and a half millions sterling more. This was by far the largest loan ever placed on the local market, and yet the private deposits with the banks are four millions heavier than before that loan was floated. Now there is a further twelve million loan to be raised, with the further similar amount to in another five or six months. Judging by the experience of the almost unnoticeable effect of the last loan on the money market, there will be no difficulty in raising the amount without disturbing the money market.

The main terms of the major portion of the loan are that either bearer bonds or inscribed stock can be taken, issued at par, 4½ per cent interest free of New Zealand income tax, and trustees may invest therein. Interest dates from September 3, and is payable half-yearly on the 15th May and November, free of exchange at the treasury any money order office, or any branch of the Bank of New Zealand in New Zealand, or in London or Australia as may be arranged. Allotments may be paid in full, or 25 per cent each on application, November 1, January 4, and March 1 next. Arrangements have been made for the banks to make advances to those desirous of investing, and provision is made for the securities to be quoted on the London Stock Exchange as soon as practicable after the war.

Since the above was written, the war loan alluded to has been subscribed to the extent of £16,000,000, which is four millions over the amount asked for. It is a splendid indication of the financial stability of New Zealand and of the ability of her commercial men to meet their financial obligations.

NEW ZEALAND WAR LOANS FALLING DUE.

The budget included the following details of loans falling due the next seven years:—

Year to March 31—	London.	Australia.	New Zealand.	Total.
1918..	£1,209,121	£ 84,200	£3,238,456	£ 4,531,777
1919..	134,350	51,000	1,520,515	1,705,865
1920..	42,800	29,400	3,695,745	3,767,945
1921.. . . . .	.....	384,200	9,721,257	10,105,457
1922..	218,200	605,400	5,348,190	6,171,790
1923..	30,300	665,850	65,500	761,650
1924..	1,708,200	29,300	386,800	2,124,300

MANUFACTURE OF CALCIUM CARBIDE IN AUSTRALIA.

In his report of September 7, Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, writes as follows regarding the manufacture of calcium carbide in Australia:—

With an abundance of cheap electrical power, and an excellent site for shipping purposes, a factory, now nearing completion, is being erected by the Hydro-Electric Power and Metallurgical Company, on the river Derwent near Hobart, Tasmania, with a view of ultimately supplying the Australian requirements of calcium carbide.

The Tasmanian Government which controls the Great Lake water-power scheme (details of which will be found in *Weekly Bulletin* No. 660), has entered into a contract with the company to supply 10,000 horse-power annually for its electro-chemical and metallurgical industries, with the option of a further 10,000 horse-power at a later stage in the development of its industries, particularly in the production of electrolytic zinc and calcium carbide.

The carbide factory—the first of its kind in Australia—has been designed and its erection superintended by an expert who has had large experience with similar works in Norway and Sweden. Of the amount of current, to be available in from two to three months when the works are completed, three thousand three hundred horse-power will be used in the electric furnace for making calcium carbide, and the initial annual output is estimated at 5,000 tons, while provision has been made for an increase to 10,000 tons at a small additional outlay on the plant and buildings.

With the exception of the electrical transformers and a few other items, the whole of the plant and equipment is of Australian manufacture.

Calcium carbide has hitherto been imported into Australia from Norway, Sweden, Canada and the United States. In the year 1915-16 (the latest for which statistics are available) the total imports were 237,143 cwt. of which Norway supplied 183,097, Canada 37,223, Sweden 16,432, and the United States 129 cwt.

REVIEW OF SOUTH AFRICAN COMMERCE, INDUSTRY AND FINANCE.

Under date of July 26, 1917, Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, writes:—

The industrial awakening of South Africa is the keynote of the extremely interesting report issued by Sir William Hoy on the working of the Union Railways and Harbours during 1916.

The report indicates very strikingly the extent to which the railways have contributed to almost every phase of development in South Africa.

The following extracts from the General Manager of Railways and Harbours report will be found interesting and should be of value to both importer and exporter in Canada who are interested in any development within the Empire.

The figures of primary importance are as follows:—

Railways.

Total capital expenditure to December 31, 1916.. . . .	£92,063,504
Total earnings.. . . .	13,257,067
Gross working expenditure, including depreciation, relaying and strengthening.. . . .	8,891,773
Surplus or earnings over gross working expenditure.. . . .	4,365,294
Interest on capital.. . . .	3,102,162
Net profit (after including miscellaneous receipts and charges) carried to revenue distribution account.. . . .	988,750
Total open mileage of South African railway lines... ..miles.	9,419
Total mileage operated by South African railway... .. “	11,355

Harbours.

Total capital expenditure to December 31, 1916, including light-houses.. . . .	10,200,167
Total earnings.. . . .	1,031,592
Gross working expenditure, including depreciation.. . . .	656,539
Surplus of earnings over gross working expenditure.. . . .	375,053
Net loss (after paying interest, providing for expenditure on lighthouses, and including miscellaneous receipts and charges) carried to revenue distribution account.. . . .	39,280

REVIVAL OF TRADE.

Sir William Hoy says:—

“The year has been one of steady recovery commercially and of promising progress in industrial and agricultural pursuits. The importance of the gold output to the Allies and the commercial stability engendered by the undiminished activity of an industry so vital to the economic life of South Africa, no doubt contributed to the speedy restoration of public confidence and to the revival of trade, which has also been stimulated by the expenditure in South Africa of large sums of money on war purposes.

EFFECTS OF WAR.

“While the disturbing influences of war have been felt with increasing intensity in many directions, they have been neutralized to some extent by a gradual improvement in internal trade and by the growth of enterprise throughout the Union. Wholesale merchants are still faced with considerable difficulty in obtaining supplies, and apart altogether from the freight position, oversea manufacturers have not been able to meet orders with any degree of regularity. The adverse effects of the war increase as time goes on, and while South Africa has very little cause for complaint, the prices of many commodities have shown a consistent upward tendency. This condition of affairs is not, of course, peculiar to South Africa, which, unlike some countries, has enjoyed compensating advantages from the difficulties of obtaining imports.

INDUSTRIAL AWAKENING.

“During the last two and a half years South Africa has been thrown largely upon its resources and has had many object lessons on the extent to which it can, with a combination of energy, capital, and perseverance, meet its own needs both in food-stuffs and in manufactures. The uncertain supply and enhanced cost of imported manufactures and other commodities may be said to have led to an industrial awakening.

“Many new industries have sprung up since the war and a number of the older concerns have enormously increased their output. Some of the younger industries may not survive the keen competition for trade which may follow the termination of the war, but the bulk of them, though perhaps not yet working on a very extensive scale, are stable industries peculiarly suited to the country and conveniently situated

for the economic conduct of their operations. Resourceful and scientific management should ensure their ultimate success and hasten the development of the many latent resources of the Union. Encouragement by Government and favourable railway rates are not the only adjuncts to success. Industrial managements must give special heed to uniformity of quality, ensure a constant supply and aim at a standard that will compete with the imported article. There is no reason why South Africa should not ere long become self-supporting in staple products and other general necessities of life, and although we still lack certain phases of engineering enterprise, many of our difficulties are capable of being overcome on the return of more stable conditions. Development is necessary in the iron and steel industry in which science must play an important part. It is just possible, too, that other assistance may be required, and that in the meantime additional facilities may have to be afforded in meeting our requirements overseas until our own complex problems are nearer solution.

AGRICULTURAL DEVELOPMENT.

"The necessity for increased agricultural production is becoming more widely recognized. With the development of international commerce, and the long uninterrupted freedom of the seas, the facility for interchange no doubt obscured the necessity for greater self-reliance in the matter of food supplies, and perhaps the war has brought a fuller realization of this than of any other phase of national neglect. Neutral nations have been affected as well as belligerents and a post-war shortage of food supplies is a theme that is now being widely discussed. But a spirit of enterprise is abroad and since the rise in the value of foodstuffs rapid strides have been made in South Africa in agricultural expansion. Each succeeding season shows additional areas of virgin soil brought under cultivation. More up-to-date implements are being employed, mechanical and labour-saving appliances of all kinds are being introduced, and, generally speaking, the rough-and-ready systems of the past are gradually being replaced by more scientific methods in every branch of agriculture and stock farming. The dairy farmer now realizes the advantage of creameries, and with him as well as with the stock farmer greater appreciation of the necessity for improving the breed of his animals is being shown.

TRADE AND TRANSPORT—NEED FOR REFORM.

"I alluded in my 1915 report to the need for trade and transport reorganization and for the application of scientific principles and greater co-operation and unity of interest between manufacturers, traders, and transporters. That the war has resulted in a greater awakening in this respect, is evident from the work of the Committee of the Privy Council for Scientific and Industrial Research, and its Advisory Council and committees, the objects of the recently constituted Federation of British Industries and other bodies in Great Britain and also the steps recently taken in South Africa in connection with industrial science and the promotion of manufactures. The Canadian Pacific Railways have established a department for the scientific investigation of the mineral wealth and the chemical resources of the Dominion, especially in the districts which the railways serve, and they propose to encourage the use of the minerals locally for industrial purposes, and also the utilization of by-products of existing industries. A considerable amount of propaganda work has been carried out in South Africa by various institutions with beneficial results both from agricultural and industrial points of view.

GENERAL DEVELOPMENT.

"An analysis of the year's working shows phenomenal increases in some districts owing to agricultural, mineral, and industrial expansion, while in others drought has been responsible for reduced tonnages. On the whole, however, the outlook is dis-

tinely reassuring, and I look forward with every confidence to considerable development in local traffic and to a large increase in our export trade as soon as adequate shipping is available. In comparison with 1909—the year prior to Union—railway earnings have increased by £2,801,248, or 27 per cent; the tonnage of revenue-earning goods, mineral and coal traffic, by 4,483,042 tons or 50 per cent, and passenger traffic by 17,415,911 passenger journeys, or 61·8 per cent.

“Some districts of the Transvaal are developing rapidly. In places where nothing was visible two years ago but acre upon acre of bush and jungle, extensive cultivation is now proceeding for the production of wheat and mealies. Land in many of these districts is suitable for almost any crop and for cultivation all the year round.

“Unfavourable weather conditions reduced last year's crops. Notwithstanding this, 174,603 tons of maize were exported, only 1,418 tons below the tonnage in 1910, when the highest figures were reached. The tonnage carried for local consumption is, however, considerably greater now than in 1910. The prospects of the 1917 maize crop are better than were at one time anticipated, and a record yield is now expected. The wheat crop was below expectation, due to drought, though in some districts increases were recorded. Lydenburg Station despatched 3,170 tons of wheat compared with 1,277 in 1915. Farmers in the western districts of the Cape have had a good year with oats, a crop which has also shown increased production in some places in Natal.

“Wool exports decreased in volume by 16,804 tons but increased in value to the extent of £1,221,345. The same applies to hides and skins which dropped in volume by 1,237 tons, and advanced in value by £648,935.

“Dairy traffic is expanding rapidly, and fruit and vegetable traffic have increased to a remarkable extent during recent years. Improved facilities are being afforded to encourage further development.

“Washing operations at Kimberley mines were resumed on a small scale early in January 1916, and two of the mines were opened in May. Further development has since taken place and has been reflected in the increase of coal, compound stores, mine prop, and native traffic. The traffic at Kimberley and Beaconsfield increased as follows:—

	Tonnage Handled.		
	1916.	1915.	Increase.
Kimberley	118,729	86,420	32,309
Beaconsfield	97,796	33,600	64,196
Total	216,525	120,020	96,505

“Notwithstanding these increases, traffic at Kimberley and Beaconsfield is still 127,891 tons and 32,204 tons, respectively short of the pre-war tonnages.

SHIPPING.

“Ships trading between Europe and the Far East continue to travel via South Africa in large numbers, owing to the uncertainty of the Suez route which many of them previously followed.

“With the re-opening of the Panama canal in April, vessels voyaging from North America to eastern ports ceased to travel by the Cape route. From January to May, 76 vessels trading between North America and the East bunkered at Durban. Altogether 125 vessels were diverted to the Cape route while the Panama canal was closed. Many of the vessels were carrying urgent and valuable cargoes at freights ranging from 100s. to 150s. per ton, and the saving of time which the use of the canal permitted was a valuable consideration.

“During the year 85 Dutch and 81 Japanese vessels entered Table Bay docks for bunker coal. The Japanese liners diverted from the Suez canal at the commencement of the year are still adhering to the Cape route. Apart from cargo vessels, 26 Japanese passenger boats called at Cape Town bound for London or Japan. These

passenger vessels shipped 480 tons of general cargo and 1,220 tons of oats and maize, and there is no doubt that their continuance will lead to a general development in trade relations between South Africa and the Far East.

"As an indication that Japan is studying the South African markets, it may be mentioned that during the last three months of the year, 6,791 tons of phosphates, previously obtained from Hamburg, were landed at Cape Town from Japanese vessels. New business with Japan is about to be opened up by another line of steamers which will be making regular monthly sailings from Japan, Hong Kong, and other eastern ports to Brazil and the Argentine, calling at Union ports on both forward and return journeys. These steamers will call at Rio de Janeiro and Buenos Aires, and will offer opportunities for the interchange of trade with South America, restricted in the past by irregular sailings and circuitous routes.

"Since the war commenced a considerable trade in both directions has been opened up direct with America. This was a natural outcome of the war. Supplies unobtainable in the United Kingdom, by reasons of the concentration of resources on munition making, have been obtained from America, in which a market was opportunely offered for the surplus produce of the Union against which enemy and other markets had been closed. The success of the trade in attracting direct shipments to and from America has helped to minimize sea-freight difficulties. A considerable quantity of hides, skins, wool and mohair was exported direct during the year. A shortage of iron bands resulted in several shipments of wool being very indifferently baled. It is unfortunate that on the opening up of a new market the produce should not have been prepared for shipment up to the usual standard. Merchants, however, quickly devised other expedients and an improvement in baling was soon effected.

FINANCIAL RESULTS SINCE 1909.

"The results of working since 1909—the year prior to Union—are as follows:—

Year.	Gross Revenue.				Working Expenditure.			
	Amount.	Per open Mile.	Per Train Mile.		Amount.	Per open Mile.	Per Train Mile.	
	£	£	s	d	£	£	s	d
1916	13,257,067	1,440	7	11·0	8,891,773	966	5	3·7
1915	12,197,890	1,398	8	2·3	7,862,642	901	5	3·4
1914	11,573,204	1,373	7	9·5	8,840,208	1,049	5	11·4
1913	12,388,755	1,550	8	1·9	8,964,690	1,122	5	10·9
1912	12,486,357	1,643	8	10·4	8,112,674	1,067	5	9·1
1911	12,329,265	1,700	9	7·9	7,441,566	1,026	5	10·0
*1910	12,357,532	1,785	10	5·8	6,862,684	992	5	9·8
1909	10,455,819	1,531	10	7·6	5,675,658	831	5	9·3
Increase or decrease in 1916 compared with 1909.....	+2,801,248	-91	-1	8·6	+3,216,115	+135	-0	5·6

* Year of Union.

"During 1916 revenue steadily improved, and reached the record figure of £13,257,067, due largely to the war surcharge of 6s. per ton on bunker coal. The revenue from coal traffic was £1,039,144 greater than in 1915. If "coal" revenue be eliminated from both years, it will be found that the revenue from other sources was practically the same as in 1915, the falling off in passenger, parcels and live stock receipts to the goods and mineral traffic.

"The falling off in commercial seaborne traffic, due to the restricted shipping brought about by the war, has in a large measure been counteracted by the advance made in agricultural, mineral and industrial development within the Union.

"The revenue per open mile shows an improvement of £42, or approximately 3 per cent over the corresponding figure for 1915. The revenue per train mile shows a decrease of 3.3d. This is due to the increased proportion of coal and maize which is carried at low rates in comparison with the rates on other traffic, and also to the train mileage incurred in connection with military traffic carried free of charge or at reduced rates.

"The opening of an average of 437 route miles of new railway during the year also contributed to the reduced revenue per open mile, as the earning power of new lines is considerably below that of the older established lines.

"The working expenditure compared with 1915 shows an advance of £1,029,131, attributable principally to increased coal and maize traffic, heavy military traffic, increased cost of rails, sleepers and material generally, the opening of new lines, and increased provision for depreciation in respect of permanent way and rolling stock.

"Compared with the year prior to union, the expenditure in 1916 shows an increase of approximately £3,216,000. This is due to the opening of 2,527 additional miles of new railway, to the transport of 4½ millions additional tons of goods and minerals, and over 17½ million additional passengers, to increased privileges and emoluments granted to the staff, and to contributions for depreciation in respect of which no provision was made by the Cape and Natal administrations.

"Notwithstanding the growth of expenditure brought about by the advance in wages, and the opening of new lines on which the density of traffic is much below the average, it is satisfactory to note that the cost per train mile remains practically the same as in 1915, and with that exception considerably lower than in any other year.

PASSENGER TRAFFIC.

"The revenue from passenger traffic was £3,443,323, a decrease compared with 1915 of £13,763, or .4 per cent. Compared with 1909—the year prior to union—the receipts were:—

	Receipts.
1916..	£3,443,323
1909..	2,502,427
Increase..	£940,896, or 37·6 per cent.

The total number of passengers increased during the year as follows:—

Year.	First Class. No.	Second Class. No.	Third Class. No.	Total. No.
1916..	17,022,668	13,976,984	14,607,394	45,607,046
1915..	16,576,919	13,573,657	13,649,654	43,800,230
Increase—				
No.	445,749	403,327	957,740	1,806,816
Per cent.	2·7	2·9	7·0	4·1

Compared with 1909—the pre-union year—the number of journeys was:—

Year.	First Class. No.	Second Class. No.	Third Class. No.	Total. No.
1916..	17,022,668	13,976,984	14,607,394	45,607,046
1909..	9,711,994	8,614,879	9,864,262	28,191,135
Increase—				
No.	7,310,674	5,362,105	4,743,132	17,415,911
Per cent.	75·3	62·2	48·1	61·8

"These figures do not represent the total passenger traffic handled. Troops recruited for the overseas and East African contingent were carried free and are not, therefore, included in the passenger records.

GOODS AND MINERAL TRAFFIC.

"Particulars of the revenue earned on goods and mineral traffic and of the tonnages conveyed, are subjoined:—

Revenue—			Increase.	
	1916.	1915.		Per cent.
Goods and minera's (other than coal).	£5,808,660	£5,651,294	£ 157,366	2·78
Coal..	2,815,244	1,776,100	1,039,144	58·51
Totals..	£8,623,904	£7,427,394	£1,196,510	16·11
Tonnage—				
	Tons.	Tons.	Tons.	Per cent.
Goods and minerals (other than coal).	5,816,320	5,763,616	52,704	·91
Coal..	7,602,188	6,275,828	1,326,360	21·13
Totals..	13,418,508	12,039,444	1,379,064	11·45

"There was, therefore, a net increase of 1,379,064 tons, or 11·45 per cent, in the volume of the revenue earning traffic conveyed, and of £1,196,510, or 16·11 per cent, in the revenue.

THE WOOL MARKET.

"The wool market has been brisk and for the greater part of the year the demand exceeded the supply. Long wools and crossbreds realized excellent prices. The market for short wool—a good deal of which has been railed from stations on the Midland Division, due no doubt to drought—has, however, been restricted. I have already mentioned that while the value of the wool exports increased by £1,221,345 the quantity of wool exported actually decreased by 16,804 tons attributable mainly to the varying dates of commencement of the wool season. The 1915-16 season commenced very early, and a considerable tonnage of traffic had been conveyed to the port before the close of 1915. Owing to the severity of the drought in 1916 shearing was delayed, and the season was not in full swing until November, when all wools coming forward met with ready sales at prices ruling from 50 to 60 per cent higher than those of 1915. Towards the close of December the record price of 30d. per pound was obtainable for wool in the grease. Owing to scarcity of freight a considerable proportion of the 1916 clip had not been disposed of at the end of the year. Although the farmers were fortunate in obtaining such high prices for their wool in 1916, it is doubtful whether the purchasing power of many of the Midland farmers has been increased. They lost stock in large numbers through drought, and those who did not suffer loss of stock were put to considerable expense for foodstuffs. As an instance of how the equilibrium was maintained, a case may be quoted where a farmer, unable to purchase the necessary foodstuffs, was, in order to save his stock, compelled to utilize a crop of wheat for grazing purposes which would have been very valuable if allowed to mature. This is a practical demonstration of the advantages of "mixed" farming. But for the utilization of the wheat crop for feeding, the sheep would have been lost, but the loss in wheat was compensated by the high prices received for the wool.

INDUSTRIAL AND AGRICULTURAL DEVELOPMENT.

"The past year has been notable by reason of extensive all-round development, especially in soil production and local industries. The effects of the European war are being more acutely felt in South Africa as time goes on, thereby emphasizing the necessity for exploiting the internal resources of the country. Not only are new industrial enterprises springing up, but many of the older established industries reveal encouraging indications of prosperity. The Administration is alive to the importance of these industries, and to the necessity in its own interest for encouraging their expansion. The indirect value of many of the industries cannot be measured by the volume of traffic they bring to the railway. Quite a number of them are manufacturing and supplying at or near consuming centres, mining materials and other

commodities previously imported from oversea. Industries have also been started in producing centres for the treatment, manufacture or part manufacture of local products, which are thus railed to markets as articles of lesser bulk and greater value. This reacts upon railway traffic, but the railways and the harbours will eventually benefit by the increased prosperity induced by the establishment of stable industrial conditions.

COTTON.

"The cultivation of cotton, for which there is at present a very pressing demand, has of late years engaged a great deal of attention in the Eastern and Western Transvaal, notably in the regions of Rustenburg and Lydenburg. Since 1914 the number of men absent on active service has restricted development, but notwithstanding this drawback and adverse climatic conditions, the cotton crop for 1916-17 is reported to be very promising. The cotton plant has the advantage of being one of the best drought resistants of all agricultural products and is said to require considerably less care and attention than most crops. A considerable area of land is under cotton cultivation near Rustenburg, and it is estimated that in that district there is a tremendous area well adapted to cotton cultivation.

SUGAR.

"In Natal sugar industry has shown remarkable development in recent years, and fortunately for the Union an increasing acreage of cane has matured annually since the outbreak of war. The increased output has solved for the Union the serious problem with which it would otherwise have been faced with regard to its sugar supply. Since the commencement of the war the Union has been able to rely almost entirely on its own resources in this respect, and even to supply considerable quantities of sugar to adjoining markets. The land on both sides of the north coast line is planted with sugar cane from Avoca to Matubatuba, a distance of 147 miles. To cope with the cane production from the enormous plantations there are no fewer than sixteen sugar mills on the north coast line. Two new mills were opened during the year, while the erection of additional mills is under contemplation. The cultivation of sugar cane is also carried on along the south coast line, between Durban and Port Shepstone, although not to the same extent as in the north. The area of the south coast plantations is, however, extending rapidly and a new mill has been recently opened.

"The quality of Natal sugar has improved greatly in recent years. The industry offers immense scope for expansion, and if labour difficulties can be overcome the date should not be very far distant when South Africa should be able to place its sugar on oversea markets.

"The 1916 crop was seriously curtailed by drought, and several mills found it necessary to close down earlier than usual. At the commencement of the season there was every indication of a record crop, but drought intervened and resulted in a large falling-off in the yield of the cane which, however, is still estimated to produce approximately 114,500 tons of sugar.

BET SUGAR.

"Experiments in the cultivation of beet sugar are being conducted in the Oudshoorn district, and a movement is afoot to increase the area of cultivation and ascertain by trial whether the beet will thrive in the fertile localities of the Karoo. The yield of sugar from the beet has been satisfactory.

FROZEN MEAT.

"During the year important developments have been witnessed in the frozen meat industry.

"Cold storage and chilling facilities are being increased at Pretoria, Bloemfontein, Maritzburg and Durban, and the administration is co-operating in the arrangements for export. Large numbers of live stock for slaughtering purposes have been conveyed to the centres named, and the municipalities are extending and improving their abattoir facilities.

Creameries.

"There have been marked developments in the creamery and dairy business, and twelve creameries and fourteen cheese factories have been established in the union since the outbreak of war. The Orange Free State has shown greatest activity in this respect.

Fruit.

"The export of South African fruits has been hampered by the lack of refrigerator space on ships, but all the fruit exported realized high prices on the London market. Some consignments sent to America were sold at phenomenal prices.

One effect of the difficulty in obtaining space for export has been the production of larger quantities of dried fruits. Large tinning, drying, and jam factories are in existence at Worcester, Wellington and Paarl. About 20,000 tons of jam were made at Paarl and Wellington during the year, of which 4,000 tons were exported.

Tobacco.

"The 1916 tobacco crop in the Rustenberg district was larger and of better quality than the previous year's crop, 2,039 tons of tobacco were despatched from Rustenberg in 1916. An effort is being made to develop an export trade from this district, and farmers propose cultivating on a more extensive scale in the expectation of a demand for South African tobacco in England after the war.

South African Timber.

"The shortage of freight and the difficulty of procuring supplies of imported timber has led to a noticeable development in the local timber trade.

"Mine-prop traffic for the gold and diamond mines is increasing in volume and coming from a more extended area, involving transport for greater distances by rail.

"Timber in considerable quantities is being consigned to the mines from the Transvaal, and from Bechuanaland Protectorate and Southern Rhodesia. Since the Dohne and Amabele districts; from Barberton, Elandshoek and other parts of the Transvaal, and from Bechuanaland Protectorate and Southern Rhodesia. Since the war commenced South African timbers have replaced imported woods formerly used for many purposes on the mines, and are being extensively used for wagon building, furniture and box making, flooring boards and other building purposes. Additional wagon and coach building works have been established at several places throughout the union, and some of them are doing an extensive business. A firm in Natal has started using local wood for the manufacture of stock lines of doors, windows, etc., to compete with the oversea articles, of which large quantities have been imported recently. For the last two years the timber requirements of the Stamford Hill (Durban) Factory have been met exclusively by colonial woods, some of which have been carried by rail from the western districts of the Cape, and also from the George and Avontuur districts. The match factory at Rosebank (Cape Town) is also using local timber exclusively, consignments being obtained from Ceres, Constantia and other places in the vicinity. A number of new timber mills has been opened in various parts of the union. Boxwood is now being exported in considerable quantities from the Alexandria and Pirie districts, and but for the shortage of sea tonnage there would have been an extensive development in this traffic.

Wattle Bark and Tanneries.

"The growth of the wattle bark industry, chiefly confined to the Natal and Transvaal provinces, has made big strides in recent years, and as a result of the war an allied industry has sprung up in South Africa. Prior to the war most of the raw wattle bark from South Africa was exported to German factories which extracted the tannin. Factories for the preparation of the extract have been established at Maritzburg and Merebank in Natal, and the future export of tannin will solve the shipping difficulty and effect a saving in ocean freight. Large quantities of wattle bark are now consigned to Great Britain, America, Australia and India, where the demand for it is increasing. A new market was opened up in Russia and Japan during the year, 7,286 tons of bark being exported to Russia and 690 tons to Japan. The British markets for bark have been flooded when large consignments have been sent forward in rapid succession. At times there has practically been no demand for chopped bark at £13 per ton, while there has been a steady market at prices ranging up to £40 per ton for the wattle bark extract. About 500 tons of extract were shipped during the year. In order to economize ships' space, an experiment has been made with pressing and baling the bark with satisfactory results.

"The extract of tannin in South Africa has aided the work of the numerous large tanneries in the Transvaal, Natal and Cape Provinces, which are showing signs of progressive development. There are three tanneries in the neighbourhood of Cape Town, which are despatching leather all over South Africa, and have exported consignments to the order of the Imperial Government. There are also three boot factories in the vicinity of Cape Town which are doing an extended business. Boot and shoe factories at Great Brak and Port Elizabeth are also working on an extended scale. In a large tannery and boot factory established at Pretoria since the war all the ingredients used for treating the hides have been made in South Africa. A tannery has also been established at Zandfontein, in which practically all the materials used are products of South Africa.

Explosives.

"One of the several successful industries founded in South Africa prior to the war was the manufacture of explosives. Considerable advantage has been derived under prevailing conditions, from the foresight shown by the companies concerned in the establishment of this industry in South Africa. In May last the prices quoted in Cornwall by an English firm were 75 per cent to 100 per cent in excess of the prices charged in South Africa for similar explosives.

"Apart from the vital importance of cheap explosives to the mining industry, South African factories would appear to have been of considerable assistance in helping mining concerns in Australia to break down a combine—largely German—which had a monopoly of the explosives trade of that country. By the entry of South Africa into the field of competition the prices of explosives in Australia have been enormously reduced, and the development of the mineral resources of the Commonwealth thereby stimulated.

Asbestos.

"The tonnage of asbestos exported continues to expand. The bulk of the exports have been consigned to the United Kingdom and America, though small shipments have been made to Japan. Mr. Frood, Deputy Inspector of Mines, in his memorandum on the asbestos industry of the Cape Provinces, contained in the annual report of the Government Mining Engineer for 1915, says:—

'We have in the three districts of Kuruman, Hay and Prieska, much the largest asbestos-bearing area in the world. Even if we were to allow for considerable failure in continuity from north to south or across the series, the fact would still remain.

‘It remains to be pointed out that whilst work has been proceeding quietly at Koegas for twenty years or more, the development of the Kuruman field is a mere matter of yesterday.

‘One consideration bearing on the future of blue asbestos is that it was late in entering the field and had a very uphill fight hitherto, so that its intrinsic merits may well have been slow in obtaining due appreciation. With the assurance of a widening market its future progress in popularity is likely to be much more rapid.

‘If our product is to take any great place in the markets of the future it will be mainly as a rival to Canadian asbestos, which is the finest white variety in the world. The quality of the United States output is not such as to bring it into active competition with either the blue or the Canadian. The Russian competition is likely to be more formidable, but the fibre is not of so high a quality as the Canadian.

‘The future of this important industry seems to depend mainly on an increasing appreciation of the intrinsic merits of the fibre in the general market and in improvements in working facilities locally. Prospects in the first direction appear good; no doubt improvement will be attained in the latter in good time.’

“The output of asbestos for 1916 exceeded that for 1915, which was in itself a record. The quality of South African asbestos is sufficiently good to rival the Canadian asbestos, the finest white variety in the world, whilst the value of asbestos per ton of rock mined considerably exceeds the Canadian.

MISCELLANEOUS MINERAL INDUSTRIES.

“Alluvial diamond diggings have been opened at Kameelfontein, about eleven miles from Cullinan and nine miles from Hatherley, and have brought additional traffic to both stations. Diggings have also been opened at Dewetsdorp. Considerable quantities of talc are being produced at Barberton. Prior to the war this commodity was an Austro-Germany monopoly. Deposits of graphite found near Derby in the Rustenburg district are being tested, and the magnesite mines at Kaapmuiden have increased their output. Eighty tons of magnesite were despatched from that district during the year and in December 55 tons were railed from the vicinity of Malelane. A smelting plant for dealing with high grade refractory ores has been established at Barberton. Work is proceeding steadily on the gypsum properties at Riverton Road, Windsorton Road and Spytfontein, and the output is gradually being increased. Gypsum mining is also being carried on at Paardeberg, in the Orange Free State, and the traffic arising from this industry approximates 30 tons weekly. Gypsum mined in 1916 realized £11,983 compared with £484 in 1913. Fifty-five tons of corundum per month have been despatched from Bandolierkop for export. The war has created a considerable demand for this mineral, the output in 1916 being valued at £7,762 and in 1913 at £128. Early in the year the rate for lead ingot was considerably reduced, and during February and March 150 tons were railed from Broken Hill to the Modderfontein Explosive Works for the manufacture of lead nitrate. Experiments are in progress for the production of litharge, and other valuable by-products used extensively on the gold mines. Hitherto all these commodities have been imported. Extensive deposits of iron pyrites are said to exist in close proximity to Natal Spruit Station and also in the vicinity of Upington. Samples have been forwarded from Upington to Natal for testing purposes. Copper ore has also been found near Upington, and in December 68½ tons were forwarded to Messina. Marble of first-class quality is said to have been found in abundance in the Waterberg district. Thirty tons of alkali have been despatched from Hamanskraal to Japan for test purposes. During the year the tonnage of soda despatched increased by 303 tons compared with 1915. The value of the output of crude soda was £185 in 1913 and £25,121 in 1916.

SHEEP DIP AND NITRATE OF SODA.

"Sheep-dip and nitrate of Soda for fertilizing purposes, both new undertakings—are being despatched in considerable quantities from the explosive works at Firgrove.

AMMONIA.

"Large works have been erected and opened by the Natal Ammonium Company at Mount Ngwibi, near Vryheid. The principal production for the present will be sulphate of ammonia. The company have also a sulphuric acid plant capable of producing 7,500 tons of acid per annum, the bulk of which will be required for the manufacture of sulphate of ammonia. The works are connected with the railway system near Hlobane by a private line 11 miles in length.

BACON CURING.

"Bacon curing is being carried on at Karine on the Delagoa Bay line, and a large number of pigs are being railed from Fort Beaufort to bacon factories in different parts of the Union. The business in bacon curing carried on in the Cape Province (western districts), has been enormously extended since the outbreak of war. Pigs in large numbers are railed to the Cape and Transvaal stations, while ham and bacon are returned to the Transvaal and other inland markets. This traffic has received a considerable impetus since the falling-off in imports. There are very large numbers of pigs in the Cape, but there is room for improvement in the breed of the animals.

MISCELLANEOUS.

"Wicker chairs, baskets, etc., are being manufactured in the Union. It is said that the wicker chairs are superior in quality to Madeira chairs and infinitely cheaper, and that the baskets are substantial and serviceable. The chairs and baskets are made from locally-grown osiers. Rope, twine and engine packings are being manufactured locally. It is the intention, as soon as delivery of the necessary plant can be obtained, to utilize indigenous fibres as far as possible, and also to employ other raw material produced in South Africa. A promising industry in connection with the manufacture of rubber goods has been started in Johannesburg.

"Flour mills have been doing increased business, and several new mills have been established, viz., at Molteno, Witbank, Delmas Springs, Bothaville and Bethlehem. Biscuit and confectionery factories have been expanding. An iron foundry has been established at Queenstown, and brass foundries at Benoni and Brakpan. The engineering works and foundries in coastal towns have been kept very busy.

"Paints and varnish are being made at Woodstock, raw products being railed from Riversdale. A small business in cardboard and paper-bag making has also been commenced at Woodstock, and macaroni is being produced there for an extending local market. Vinegar is being made in Cape Town and by three firms at Worcester, which have already railed small quantities throughout South Africa. Vinegar is also being manufactured at Pretoria in a factory opened in October, 1916, and considerable traffic has already developed with Johannesburg and surrounding markets. Poultry food is being manufactured at Cambridge and Irene, and a meat-canning business has been started at Durban. A building is in course of erection at Merebank for the manufacture of Natalite motor spirits, but work cannot be undertaken on a large scale until the necessary machinery is installed. Soap and candle works have extended their output, and new factories have been opened at Pretoria. Delmore and Johannesburg. In the Pretoria district roofing and paving tiles, fireplace tiles, garden pottery and chimney pots are being made in increasing quantities.

"Farmers at Naboomspruit are showing increasing activity in the cultivation of castor oil beans, and oil is now being manufactured in the district. Cheese, lard,

tobacco and mineral water factories have been established in Pietersburg. Two hundred and three tons of beans, 81 tons of tobacco, 51 tons of lard and 34 tons of mineral waters, all products of local industries, were despatched from Pietersburg station during the year, in addition to 136 tons of poultry, 45 tons of eggs and 22 tons of bacon.

"The Mossel Bay fisheries are increasing their output of fish meal—a new by-product. Crayfish factories are in existence at Steenberg's Cove, Paternoster, Saldanha, Hout Bay and Woodstock, where a large trade is being done in tinned fish for export. Preserved fish exported rose in value from £56,912 in 1912 to £136,135 in 1916.

GENERAL.

"There are many other important industries of which no mention is made herein, as it would be out of place for me to attempt to give a complete industrial survey. I have, however, mentioned several of the new industries which are springing up, merely with the object of affording a general indication of what is being done. We have now three large cement factories, and an iron and steel industry—though still in its infancy—several soap factories, and numerous other industries such as the manufacture of fertilizers, acid, gas, Epsom salts, tartaric acid, and many by-products which previously went to waste.

The unification of the several provinces now embraced in the Union has afforded greater economic stability to industry than was possible in pre-Union days, and this, supported by a progressive tariff policy, has had the effect of increasing industrial enterprise within the Union. There have been several setbacks owing to labour unrest and the war has affected certain industries, but when normal conditions return there should be greater agricultural and industrial activity. Unstable economic conditions have been largely responsible for the slow progress of industrial development in South Africa.

The war has forced South Africa to realize that it was unduly dependent on overseas supplies. This consideration, coupled with the abnormal shortage of ocean freight and the diversion of many European factories to munition making, compelled the Union to cater locally for more of its own requirements so that many industries have started which might not have done so under pre-war conditions. Considerable economies have been effected by the substantiation of local for overseas products. For example, the mines formerly used steel for ore chutes, whereas they are now using South African timber. The timber, besides being cheaper, has four times the life of the steel chutes. Owing to the excessive increase in the cost of other imported articles, local products and local manufactures therefrom have been substituted with advantage. There are, no doubt, many other directions in which the shortage of supplies will result in the discovery of more economical methods and materials.

BANKS AND BANKING.

(The British Trade Journal.)

The Bank of New Zealand Report states that an agency has been opened at Omakau. Owing to shortage of staff caused by the war, the Murchison branch has been temporarily closed, and the branch at Takapan has been made a receiving agency of Waipukurau. For the same reason the agencies at Ohaeawai, Ohaupo, Owango, Paengaroa, Rangataua, Raurimu, Te Horo, Urenui, and Waikanae have been closed temporarily. The branch at Arrowtown has been made a receiving agency at Queens-town.

The following new branches of the National Bank of South Africa have been opened during the past year: Barkly East, Engcobo, Stellenbosch, Wellington (Cape Province), Tweespruit (Orange Free State), Dullstroom, Turffontein (Transvaal), Dares-Salaam, Mombasa, Nairobi Tanga (East Africa).

The Colonial Bank on August 15 opened a branch at No. 25, Castle street, Liverpool, under the management of Mr. Frank Edmondson.

A branch of the Anglo-Saxon American Bank has been opened at Trelew, Argentine Republic, and arrangements are in progress for the establishment of one at Comodoro Rivadavia, in the same country, at an early date.

The London and River Plate Bank has opened a branch at Santiago de Chile.

It is announced that the National City of Bank of New York has established agencies in Petrograd, Rome, Havana and several South American cities, and that it intends to introduce a new plan for systematizing its foreign and home business. The plan is to divide the world into a number of districts, responsibility for each, so far as the bank's business is concerned, to be placed in the hands of a vice-president, who will have a complete staff of cashier and clerks under him. There will be six of these districts in the United States, one for every two federal reserve districts. It is not intended to create a number of new agencies in foreign countries for the present, but merely to place the conduct of the bank's business with any given country or group of countries in the hands of an officer thoroughly familiar with its industrial and financial conditions, the vice-presidents having their offices in the main banking building in New York. Through its control of the International Banking Corporation, the National City Company and the American International Corporation, the National City Bank has already a large number of connections with Europe and with the Orient and South America, besides its own direct branches.

To-day the American Foreign Banking Corporation is expected to open business in New York. It is capitalized at \$2,000,000, and the stock will be owned by several large banks in various parts of the United States, under an amendment of the Federal Reserve Act which permits national banks to invest in the stock of a bank principally engaged in international or foreign banking. The principal office will be in New York City. The organizers are the Chase National Bank, New York City; Merchants National Bank, Boston, Mass.; First National Bank, Cleveland, Ohio; Philadelphia National Bank, Philadelphia, Pa.; Canal Bank and Trust Company, New Orleans, La.; National Bank of Commerce, St. Louis, Mo.; Corn Exchange National Bank, Chicago, Ill.; First and Security National Bank, Minneapolis, Min.; Fifth-Third National Bank, Cincinnati, Ohio; Anglo and London-Paris National Bank, San Francisco, Cal.; First National Bank, Milwaukee, Wis.; Mr. Hayden B. Harris, New York City; Mr. Norman H. Davis, of the Trust Company of Cuba, Habana; and Messrs. Schmidt and Gallatin, New York City. The presidency of the corporation is held by Mr. Archibald Kains, who has been governor of the Federal Reserve Bank at San Francisco, and was previously with the Canadian Bank of Commerce. Mr. Hayden B. Harris, of New York City, and Mr. T. Fred Apsden, of the Canadian Bank of Commerce, Toronto, are vice-presidents.

It is reported from Dairen, Manchuria, that Mr. T. Meade, submanager of the local branch of the Yokohama Specie Bank, Ltd., left there recently for Brazil, where he has orders to open a new branch of the bank either at Sao or Rio de Janeiro.

A new Chinese bank was opened in Hong Kong on June 25. Those interested in it financially are chiefly Chinese who have been educated abroad. They are of opinion that Chinese commerce is handicapped by the lack of an adequate banking system, and the Industrial and Commercial Bank, Ltd., as the new venture is named, is to help meet the need. The capital is nominally one million dollars, to be increased to £500,000. The bank's main business will be to foster China's infant industries and to develop, as far as possible, commerce in the interior, for which purpose it is intended to establish branches in the more important trading centres. The president of the bank is Mr. T. T. Cheng, a graduate of Chicago University, and formerly the manager of the Hong On Insurance Company in Singapore. Mr. Jun Ké Choy and Mr. S. Y.

Hsuch are the vice-presidents, and among the directors are Mr. Wai Man Lau, a graduate of New York University; Mr. Lu Shiu Cheuk, a Hong Kong capitalist; and Dr. Chan Git Cho, who is associated with the Chinese Red Cross Hospital in Shanghai.

NEW ZEALAND BANK RETURNS FOR THE LAST QUARTER.

In his report of September 11, Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, says:—

“The bank returns for last quarter show an excess of deposits over advances of £9,000,000, or £26,000 more than a year ago. The position is that the banks have now more funds than before the raising of last year's loan, showing that the money has circulated locally to a great extent and consequently not depleted the supply of funds available. The country is prosperous and the credit of business men stands high.”

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended September 18, 1917, has been furnished by Mr. Enrique R. Margarite, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation:—

September 25, ss. *San Jose*, 382 drums.

More animation has been noted in the market for fish in drums, but the prices have fallen off again due to the fact that there are many holders willing to get rid of their stocks and in consequence the situation is rather weak. In spite of this circumstance, good prospects are being predicted and we quote codfish at 11½ cents per pound, haddock at 11, and hake at 10½ cents.

CODFISH IN CASES.

Importation:—

September 23, ss. *Chalmette*, 1,304 cases, New Orleans.

“ 25, ss. *San José*, 1,133 cases, Boston.

The result of recent heavy arrivals has been an accumulation of supplies, while a very light demand prevails for codfish in cases and it has had its effect upon the prices, as a decline in values can be reported. We quote at \$17 to \$19 per case for that from United States and Canada.

HERRINGS.

The demand for bloaters has been rather light, but the price of \$1.75 per large box is sustained.

GOUDA CHEESE.

The market for this article remains just the same as last week. The only sort available is that from the United States and sales are being made at 30 to 45 cents per pound.

POTATOES.

Importation:—

1,000 cases from Valencia.

3,880 bags from New York.

10,100 barrels from New York.

Although the demand for potatoes has been active, very little change has occurred in the prices for this article and we quote at \$6 to \$6.50 per barrel, while those from Spain are sold at 3½ cents per pound.

EXCHANGES.

New York 3 d/s. $\frac{1}{8}$ per cent premium.

London s/d. at \$4.77 $\frac{3}{4}$ per £.

CURRENT EVENTS OF INTEREST IN SOUTH AMERICA.

Mr. George Mallett, of Valparaiso, Chile, has submitted the following notes on trade happenings in South American Republics under date of September 4, 1917:—

Chile.

The Council of State, in their session of August 28, approved and passed amongst others the following laws approved by Congress:—

“Authorizing the President of the Republic to spend £37,500 sterling in the purchase of aeroplanes, motors and other aviation accessories required for the Aeronautic College and to organize an aviation corps.”

“Authorizing the President of the Republic to spend up to \$200,433, in the purchase of a site at the corner of Victoria and Morris streets, Valparaiso, for the erection of an edifice for the Commercial Institute.”

“Authorizing the President of the Republic to spend the sum of \$391,500.50 currency and \$6,385.84 gold in the carrying out of various public works.”

At the last session of the “Sociedad de Fomento Fabril” a letter was read, written by the Secretary of the Liverpool Chamber of Commerce, requesting the names of Chilean producers with whom business could be done direct in the export of their produce to England.

A report from the Chilean Consul-General in Great Britain on the same subject was also read, giving his opinion that “with proper care the export of dried peaches with or without stones (“descarazados or huesillos”), preserved fruits and honey would become in time a very important element of commerce. Chilean white wines also could easily be introduced into British markets provided they were not excessively rich in alcohol, which make them amenable to prohibitive import duty.”

In conclusion, the Consul expressed his opinion “that to successfully introduce Chilean products it was necessary that the producers send proper agents with ample powers to represent them. Also that the said agents should be capable of talking correct English, as this is a business which cannot be attended to by the Consul.”

It was resolved to publish the matter fully in the *Bulletin* for the benefit of all whom it may concern.

NEW SHIPPING LINE, NEW YORK-VALPARAISO.

The United States Shipping Board has agreed to establish a new line of fast steamers for passengers and cargo direct to Valparaiso, doing the journey in eighteen days. This is to be a fortnightly service, facilitating passenger traffic to Argentina via the Tranandine railway.

Official confirmation of this is contained in a telegram of congratulation from Mr. McAdoo to the Chilean Minister of Finance:—

“Washington, August 29, 1917. His Excellency Senor Minister de Hacienda, Santiago, Chile. Congratulate Your Excellency and Chilean section declaration United States Shipping Board prompt establishment direct line passengers and cargo New York-Valparaiso. Service fortnightly. This happy arrangement marks important step compliance programme International High Commission co-operation native sections produce complete realization.—McAdoo.”

CHILEAN PRODUCE.

Wheat.—Prices continue to fall owing to complete lack of demand. Quotations average \$20 without sack, 72 kilos.

Barley.—Dropping rapidly owing to glut on the market and no export. Prices to-day: Forage, \$8 per 72 kilos; Brewing, \$10 per 72 kilos; Chevalier, \$15 per 72 kilos.

Flour going down rapidly. Quotations, \$17 per 40 kilos.

Beans going down rapidly. Quotations \$59 to \$78 per 92 kilos.

Clover seed..	\$ 60 00	per 46 kilos.
Alfalfa seed, Chilean..	180 00	92 "
" " Peruvian..	220 00	92 "
Mustard seed..	70 00	46 "
Linseed..	50 00	64 "
Hemp..	35 00	64 "
Curaguilla..	10 00	100 "
Walnuts..	32 00	44 "
Maize..	19 50	73 "
Honey..	31 00	46 "
Lentils..	110 00	92 "
Dried peaches—with stones (huesillos)..	25 00	80 "
" " without stones (descarozados)..	45 00	46 "
" figs..	15 00	78 "
" raisins..	30 00	68 lbs.
Chile pepper..	9 00	15 kilos.
Oats on board (brown)..	7 00	80 "
" storm king..	8 50	80 "

These prices are Chilean currency, averaging 13½d. to the dollar.

Coal quotations are: Chilean, 75 to 100 shillings. American, 100 to 105 shillings; Australian, 110 shillings.

A cargo of Pocahontas to arrive at Antofagasta has been sold at 102s. 6d.

A cargo of Pocahontas to arrive at Pisagua, September, has been sold at 101s. 6d.

A cargo of Pocahontas to arrive at Iquique, September, has been sold at 100s.

A cargo of Pocahontas to arrive at Iquique, October, has been sold at 100s.

Sacks.—There is going to be a great scarcity in this article, as it is known that two out of the three ships bringing bags are lost and the remaining cargo (if it arrives safely) will only satisfy a fifth part of the demand. If it is possible to obtain the concession of another steamer for the purpose it cannot arrive until two months after the harvest.

Imports.

Foreign merchandise arrived during the past week:—

Ex ss. <i>Sverre</i> from New York—		
Rice, sublime..	sacks.	2,692
Carraway seeds..	"	50
Condensed milk..	cases.	100
Pepper..	sacks.	50
Cheese..	cases.	205
Sardines..	"	200
Caustic soda..	drums	53
Sulphate of copper..	barrels.	1,500
Carburo de calcio..	drums.	400
Blue..	bales.	20
Red lead..	barrels.	300
Naphtha..	cases.	300
Paraffn..	"	17,000
" solidified..	sacks.	1,122
Resin..	barrels.	500
Wire..	rolls.	2,852
Nails..	barrels.	4,902
Ex <i>Cedar Branch</i> from Liverpool—		
Glue..	cases.	75
Soap..	"	100
Paint..	barrels.	30
Wallpaper..	bales.	9
Printing paper..	"	40
"	cases.	11

Ex <i>Myrtle Branch</i> —	
Wallpaper.. . . .	bales. 31
Sunlight soap.. . . .	cases. 750
Linseed oil.. . . .	drums. 150
Whisky.. . . .	cases. 25
English china.. . . .	crates and barrels. 338
Ex <i>Mapocho</i> from Eten—	
Olive oil.. . . .	barrels. 80
Rice (<i>Chiclaya</i>).. . . .	sacks. 9,346
Sugar (<i>Peruvian</i>).. . . .	sacks. 2,189
“ white.. . . .	“ 170
“ yellow.. . . .	“ 1,999

Principal exports of Chilean products during the week by the steamers *Republic*, *Huasco*, *Corcovada*, *Iquitos*, *Peru* *Limari*:—

Peas—382 sacks for New York.
 Barley—(brewing), 200 sacks for Callo (Peru).
 Glue—40 sacks for Callao.
 Glue—40 sacks for Liverpool.
 Hides—2,445 for New York.
 Hides—67 bales for New York.
 Beans—1,178 sacks for New York.
 Chicken peas—25 sacks for New York.
 Wool—843 bales for New York.
 Walnuts—6,683 sacks for New York.
 Quillay bark—13 bales for New York.
 Alfalfa—1,500 bales for Callao.
 Alfalfa—800 bales for Colon.
 Honey—1,025 barrels for Liverpool.

Nitrate exports during the week—	Metrical Quintals.
From Pisagua.. . . .	42,799
Iquique.. . . .	200,704
Tocopilla.. . . .	73,555
Antofagasta.. . . .	149,138
Taltal.. . . .	85,471
Total.. . . .	551,667

Preparations for Future Competition.

On the initiative of the Minister of Finance a commission of commerce and industry has been appointed for the purpose of studying the future probable situation of native industries and commercial ventures after the termination of the war. In view of the threatened abnormal competition amongst foreigners for South American markets, the usual cry goes up from native producers for extraordinary protection against outside competitors. This means increased import duties.

Transandine Railway.

A commission of engineers, appointed by the Governments of Chili and Argentina, to make investigations into the difficulties of the working arrangements of the two sections of the line and to advise and report on the best means to promote development of international traffic via Andes, after a lengthy conference in Buenos Aires, has brought the subject to a satisfactory termination and reported to their respective governments.

An important decision arrived at was the necessary reduction of tariffs and a more equitable division of the costs of the freights between the two companies in favour of

the Chilean section in view of the more costly working per kilometre of line traversed owing to the difficulties to be combated in the steep gradients of the Pacific side.

Another important recommendation was the fusion of the two lines as the best means of ensuring a more perfect working service.

In view of the absolute necessity of giving the maximum advantages to the development of international commerce, in comparison to which the direct profits accruing from the exploitation of the line is of secondary importance, it is strongly recommended that the respective governments acquire the lines as national property and immediately arrange special legislation to ensure the future mutually satisfactory operation with that object.

BRAZIL AND CHILE.

With the sailing of the ss. *Cuyaba* from Rio Janeiro on the 31st ult., the new steamer service between Brazil and Chile was inaugurated. Amongst those on board who are making a trial voyage are Admiral Muller and the technical director of the Brazilian Lloyd Line.

BOLIVIA.

A telegram from La Paz states that the Bill authorizing the increase of the export duties on metals will be considerably delayed in presentation to Congress, as the Bill is as yet in embryo.

Black List.

The new black list includes 7 Argentine firms, 1 Uruguay, 8 Brazilian, 8 Chilean, 1 Colombian, 2 Peruvian.

CYCLONE IN CUBA.

Mr. J. C. Manzer, Acting Canadian Trade Commissioner, Havana, writes under date of October 1, 1917:—

Cuba was visited on September 26 by a furious cyclone that did an immense amount of damage in the western part of the island.

The terrific wind accompanied by torrents of rain lasted about twelve hours and in the province of Pinar del Rio and the Isle of Pines the damage to buildings and crops will amount to hundreds of thousands of dollars. In the other parts of the island the damage was slight.

The greater part of last season's tobacco crop was being cured in the many tobacco houses scattered over the province of Pinar del Rio built for drying this tobacco.

Seventy per cent of these houses were either blown down, the roofs blown off, or damaged in some manner and the contents were either totally ruined or badly damaged. It is said it will take 1,000,000 feet of lumber to replace these tobacco houses.

Hundreds of the country houses, homes of the tobacco and cane workers, built for the most part of parts of the palm tree were destroyed.

Thirty school houses, a number of churches and many other public buildings throughout the province were wrecked.

Nearly all the grape fruit and ranges were blown from the trees and what few remained on the trees were bruised to such an extent by the force of the wind that they will be of little value.

The banana plants throughout the province were for the greater part broken down and destroyed.

It is said to have been the worst storm experienced in Cuba in thirty years.

GOVERNMENT NOTICES AFFECTING TRADE.

Canada.

PROHIBITED EXPORTS—SILVER SPRUCE.

His Excellency the Governor General in Council, under and in virtue of the provisions of section 291 of the Customs Act and section 6 of the War Measures Act, 1914, and notwithstanding anything contained in the Order in Council of the 27th April, 1915, prohibiting the exportation of certain goods to various destinations, is pleased to order as follows:—

(b) The exportation (except under license) of the following goods is hereby prohibited to all destinations abroad other than the United Kingdom, British possessions and protectorates, viz.:—

Wood, namely: Silver spruce.

TARIFF CHANGES AND INTERPRETATIONS.

Australia.

CUSTOMS DUTIES INCREASED.

In connection with his report on the Australian limitation of imports published on page 915 in this issue of the *Weekly Bulletin*, Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, sends the following amendments to the tariff dated August 10, 1917:—

The amount of revenue that will be lost, because of the prohibition of certain articles which are admitted into the Commonwealth as luxuries, or articles which the Government considers can be made in Australia and will consequently give more work to artisans, is estimated at about £600,000.

To balance the financial position thus caused, the Government increased both the customs and excise duties on spirits by three shillings a gallon, and also increased the excise duty on beer by one penny a gallon. The altered items and the increased customs duties are appended:—

Amended Tariff Items, August 10, 1917.	Tariff on goods the produce or manufacture of the United Kingdom.	General Tariff.
3. By omitting the whole item and inserting in its stead the following item:— 3. Spirits,† and spirituous liquors, n.e.i.— (a) When not exceeding the strength of proof. per gallon.	20s.	20s.
(b) When exceeding the strength of proof. "	20s.	20s.
4. By omitting sub-item (b) of the item and inserting in its stead the following sub-item:— (b) Not denaturated in accordance with department by-laws. per gallon.	20s.	20s.
9. By omitting the whole item and inserting in its stead the following item:— 9. Spirituous preparations, viz: Essences, fruit ethers, aromas and flavours, fluid extracts, sarsaparilla, tinctures, medicines, infusions, toilet preparations, limejuice and other fruit juices and fruit syrups, containing:— (a) Not more than 25 per cent of proof spirit. per gallon.	5s.	5s.

Amended Tariff Items, August 10, 1917.	Tariff on Goods the Produce or Manufacture of the United Kingdom.	General Tariff.
9. Spirituous preparations, &c— <i>Con</i>		
(b) More than 25 per cent, but not more than 50 per cent of proof spirit..... "	10s.	10s.
(c) More than 50 per cent, but not more than 75 per cent of proof spirit..... "	15s.	15s.
(d) More than 75 per cent of proof spirit, but not over proof..... "	20s.	20s.
(e) Over proof to be charged as spirituous liquors under item 3 (b).		
10. By omitting sub-item (a) of the item and inserting in its stead the following item:—		
(a) Containing 5 per cent or more of proof spirit. per proof gal.	20s.	20s.
13. By omitting sub-item (D) of the item and inserting in its stead the following sub-item:—		
(D) Containing more than 40 per cent of proof spirit...per gallon	20s.	20s.
15. By omitting the whole item and inserting in its stead the following item:—		
15. Wine, n.e.i., including sake, ginger, and prune wines; and Wines (other than grape); containing:—		
(A) Not more than 25 per cent of proof spirit.....per gallon	5s.	5s.
(B) More than 25 per cent, but not more than 50 per cent of proof spirit.....per gallon	10s.	10s.
(c) More than 50 per cent. of proof spirit per gallon	20s.	20s.
54. By omitting sub-item (F) of the item and inserting in its Stead the following sub-item:—		
(F) When preserved in spirituous liquid additional duty at 20s. per gallon to be paid on the liquid.		
57. By omitting the whole item and inserting in its stead the following item:—		
57. Grain and pulse, not prepared or manufactured, viz.:—		
(A) Wheat.....	Free	Free
(B) Barley.....per cental	2s.	2s.
(c) N.E.I..... "	1s. 6d.	1s. 6d.
58. By omitting sub-item (B) of the item and inserting in its stead the following sub-item:—		
(B) Wheaten flour.....	Free	Free
129. By omitting the whole item and inserting in its stead the following item:—		
129. Hessians and brattice cloth; jute piece-goods; book-binders' cloth; bunting.....	Free	Free
134. By omitting the whole item and inserting in its stead the following item:—		
134. Bags, sacks, packs and bales for bran, chaff, compressed fodder, potato, onion, ore, coal and wool; also sugar mats, and sugar corn and flour sacks.....	Free	Free
320. By omitting sub-item (c) of the item and inserting in its stead the following sub-item:—		
(c) Films for kinematographs—		
(1) Sensitized films, and films n.e.i.....	Free	Free
(2) Exposed or developed films representing dramatic or Australian subjects per lineal foot	1d.	1½d.

† Spirits in cases of two gallons and under, to be charged as two gallons; over two gallons and not exceeding three gallons, as three gallons; over three gallons, and not exceeding four gallons, as four gallons; and so on, provided that small bottles or phials of liquor intended for samples or other special purposes only may be entered at actual measurement.

New Zealand.

(The Board of Trade Journal.)

The Board of Trade have received copy of Minister's Order (D 27), dated June 13, 1917, which has been issued by the New Zealand Customs Department, giving decisions as to the classification of various articles under the Customs Duties Act on their importation into the Dominion.

The following are the principal decisions contained in the present order:—

Articles.	Tariff Item.	Rate of Import Duty.	
		On Foreign Goods.	On goods the produce or manufacture of any part of the British Dominions.
Articles and materials suited only for, and to be used solely in, the fabrication of goods within the Dominion—			
Advertising buttons or brooches, spring pins for the manufacture of.....	482	Free.	Free.
Motor vehicles, fittings for, viz.—Bonnet-hinges, and brass angle-plate, in continuous lengths, not bored.....			
Myrabolan, solid extract of, for use in tanning.....			
Twine (claimed as sewing-thread) of quality approved by the minister, for use with boot-lacing machines.....			
Lamp-burner cleaners (bundles of fine steel wires, fixed together in the form of a brush, for cleaning burners of Aetna and similar lamps).....	182	30 % ad val.	20 % ad val.
Legging-blocks, wooden, including those for use with legging blocking-machines	310	Free.	Free.
Lamps of patterns approved by the minister, including "Incandescent Mazda" and "New Miniature" electric lamps, specially fitted and peculiarly adapted for microscope work.....	280	Free.	Free.

(NOTE.—A "primage duty" of 1 per cent ad valorem is levied on all the above goods in accordance with the Finance Act, 1915. This duty is payable on importation, and is levied irrespective of whether the goods are otherwise liable to duty or not.)

NOTES ON FOREIGN TRADE.

The West Indies' Changing Trade.

THE KEENER BUSINESS METHODS AND A WIDER RANGE OF PURCHASES.

(*The British Export Gazette.*)

The small extent to which the West Indies have suffered through the European war, and the increased purchasing capacity resulting from high prices obtained for sugar, cocoa, logwood, and other products, have brought about such important developments in the commercial demands of the population of the islands, that local merchants and the smaller importing firms are being forced into channels of activity such as have hitherto been foreign to West Indian methods of doing business. In past years no markets have been more easy-going, no importers more conservative in their methods. What was bought a generation ago was still being purchased up to the outbreak of the war. Trade and commerce were in a large measure transacted as if they were a social function. In nine times out of ten the commercial traveller was made a welcome guest in the family circle of the importer, and generally booked his orders "over the tea-cups." Happily, all this is rapidly changing. Largely owing to the initiative of American "push," West Indian trade and traders are to-day coming more into line with the rest of the world. Affability on the part of the commercial representative is, of course, still an essential, but he now finds the merchant more alert than formerly, and a business deal a proposition to be keenly bargained for instead

of a social function. What is equally satisfactory is that the markets are also becoming more up-to-date in their purchases. Motor cars, carriages, and machinery—to mention only a few lines—must now be of the most modern type, and with money in abundance to pay for them and for many other classes of goods previously in relatively small demand, the after-war commercial possibilities of the West Indies are likely to be on an altogether different plane from that obtained previously. American manufacturers are naturally making the most of the opportunities presented—their nearness to the islands giving them a decided advantage in many ways—but this notwithstanding, when circumstances allow British firms will find it to their future advantage to cement their already valuable relations with West Indian importers in every possible way.

DRUG AND CHEMICAL TRADE IN MALAGA, SPAIN.

(*Consul Louis G. Dreyfus, Jr., Malaga, Spain, United States Commerce Reports.*)

A chance has arisen during the war for American manufacturers of pharmaceutical products to enter the Malaga market. Apparently there is a very firm demand for drugs to supplement the insufficient production in this country. Two important manufacturing nations in this branch—Austria-Hungary and Germany—are shut off from this market. Facilities for other European nations to make the goods are seriously impaired by lack of workmen and raw materials. Accordingly this is an opportunity for American drugs and chemicals to gain a permanent foothold here.

Custom house statistics show that 40,263 metric tons of drugs, chemicals and medicines, valued at \$3,891,201, were imported into Spain in 1915. Fertilizers and insecticides, including sulphate of copper, are omitted from these figures (metric ton = 2,204.6 pounds).

The principal exports of chemicals, drugs, dyes, and medicines from Spain in 1914 and 1915 were:—

Articles.	1914.		1915.	
	Metric Tons.	Value.	Metric Tons.	Value.
Glycerine..	709	\$ 153,098	936	\$ 202,117
Rosin	8,685	390,841	13,346	600,577
Saffron..	87	1,557,738	77	1,383,030

ACETIC ACID FOR INDUSTRIAL PURPOSES.

Acetic acid is used in this district for industrial purposes and especially for making vinegar. According to an estimate furnished by an importer of acids in this city, the annual consumption of this product in Malaga would not exceed 50 metric tons. Acetic acid comes packed in 25-litre demijohns. The Spanish market is largely supplied by the Sociedad Anonima Cros of Barcelona. The present retail price of acetic acid is about 4 pesetas per litre, as against the ante bellum price of 0.90 peseta per litre (litre = 0.26 gallon; peseta at present exchange = \$0.23).

According to section No. 210 of the Spanish customs tariff, the rate of duty on acetic acid imported into the Kingdom is 0.50 peseta per kilo., gross weight. The general and minimum rates of duty are identical. Acetic acid falls under the same classification as pyrolignous acid. According to the 1915 customs statistics, 2,865 kilos. of these acids, valued at 4,584 pesetas, were imported into Spain in that year. Of this amount, 1,183 kilos. originated in the Canary Islands, 885 in France, 492 in Great Britain, and none in the United States.

BICHROMATES FOR DYEING AND SOAPMAKING.

The principal uses of bichromates or potassium bichromate are for dyeing and soapmaking. It is estimated that the annual consumption in this district is probably

not much over 10 tons. Bichromates are not manufactured in Malaga, and it could not be established that this article is produced in Spain. It is usually imported in barrels of 100 and 200 kilos. The rate of duty on bichromates is 15 pesetas per 100 kilos., gross weight. The general and minimum tariffs are identical. The actual selling price of bichromates is from 7 to 8 pesetas per kilo. The pre-war price was slightly over 1 peseta per kilo.

Considerable quantities of bleaching powder are used in Malaga. It is estimated that the annual consumption is more than 1,000 metric tons. Its principal uses are for bleaching cloth and paper and for disinfection in general. A paper factory at Granada is in this consular district. Before the war, bleaching powder was imported in large quantities from France. The price at that time was about 14 francs per 100 kilos. c.i.f. Malaga. At the present time the price of this product, which is manufactured by the Sociedad Anonima Cros in Barcelona, is from 65 to 70 pesetas per 100 kilos.

The import duty is 3 pesetas per 100 kilo., gross. The general minimum tariffs are identical. From customs statistics it appears that 2,574 metric tons of these chemicals valued at 720,824 pesetas were imported into Spain in 1915, of which 1,447 tons were from Great Britain, 609 from France, and 512 from the United States. Spain's exports of bleaching powder in 1915 were 128 metric tons.

EXTENSIVE USE OF IMPORTED BORAX.

Borax is used extensively in this country, especially in the clothing establishments and laundries. Estimates place the consumption in Malaga at approximately 30 metric tons. So far as it has been possible to ascertain, borax is not mined here. It is imported in both crystals and powder, in barrels of 100 kilos. and more. Before the war the ruling prices were from 50 to 65 pesetas per 100 kilos. To-day it sells for 150 pesetas per 100 kilos.

According to paragraph 223 of the Spanish customs tariff, the regular and minimum rate of duty on borax is 3 pesetas per 100 kilos., gross. In the customs statistics borax is included with carbonates, borates, and alkaline silicates, and ammonia salts with the exception of sulphates. Of these chemicals, 2,074 metric tons were imported during 1915, with a value of 456,463 pesetas. Of this quantity 1,411 tons were from Great Britain, 289 tons from Norway, 147 from France, 97 from Germany, 600 from Italy, and 26 from the United States.

SMALL CONSUMPTION OF CARBOLIC ACID.

Carbolic acid is used only in limited quantities in this district, principally in pharmacies and for disinfection. So far as it has been possible to ascertain, it is not made in Spain. The annual consumption in Malaga is said not to be much in excess of 2 metric tons. This acid is imported in galvanized-iron cans of 25 and 100 kilos. and in blue-glass bottles of 1 kilo. There has been an increase in the selling price of carbolic acid from 2 pesetas per kilo. before the war to 14 to 20 pesetas now.

The minimum rate of duty on this product, which is applicable to imports from the United States and the principal manufacturing nations of the world, is 0.40 peseta per kilo., net weight. The regular tariff is \$.60 peseta per kilo., net. Carbolic acid is grouped in the statistics with naphthalene, creolin, and other similar antiseptics. The total imports in 1915 were 53 metric tons, valued at 57,908 pesetas, of which Great Britain supplied 19 tons, France 18 tons, and the United States 12 tons.

Caustic soda is manufactured in Torre la Vega and Barcelona, Spain. Its principal use is in making soaps. Considerable quantities are consumed in Malaga. This product, of 70° to 72°, and 60° to 62°, is packed in iron drums of 50, 100, and more kilos. The brand registering from 50° to 52° comes in wooden barrels of 300 kilos. The actual selling price of the last-mentioned variety is 52 pesetas per 100 kilos.

CAUSTIC SODA AN EXPORT PRODUCT.

According to paragraph 240 of the Spanish customs tariff, imports of caustic soda are dutiable at 4.50 pesetas per 100 kilos., gross. The regular conventional rates are identical. The customs statistics group caustic soda and potash together. Spain's imports of these chemicals in 1915 were 53 metric tons, valued at 17,698 pesetas. Of this amount 21 tons originated in Great Britain, 18 tons in Germany, 8 tons in Italy, and 4 tons in Holland. The exports of caustic soda were 2,529 metric tons, most of which went to Portugal.

Chlorate of potash, which is now made in this country, is used in pharmacies and for pyrotechnic purposes. The annual consumption in Malaga is said not to exceed 10 tons. The crystals usually come packed in barrels of 100 kilos. Before the war the selling price was 120 pesetas per 100 kilos. This has now advanced to 700 pesetas per 100 kilos. The rate of import duty is 0.25 peseta per kilo., gross weight. The general and minimum tariffs are identical. In the customs statistics chlorate of potash and soda and phosphoric acid are all grouped together. The total imports of these articles in 1915 were 53 metric tons, valued at 58,913 pesetas. Of this, France supplied 24 tons, Great Britain 11 tons, Norway 6 tons, and Italy 5 tons.

CITRIC ACID AND GLYCERINE.

Small quantities of citric acid are made here. Citrate of lime is produced at Pizarra near Malaga, and it is said that a citric-acid factory is to be erected at Malaga in the near future. This product is used principally in pharmacies and to a certain extent industrially. It comes packed in boxes of 50 and 100 kilos., lined with white cloth. The ante bellum price was 7 pesetas per kilo., and the present price is 12 pesetas per kilo.

According to the customs tariff, the general and minimum rate of duty is 0.45 peseta per kilo., net. For tariff purposes citric acid is grouped with tartaric acid, alkaline and earthy citrates, and tartrates. In 1915 the imports of these substances amounted to 367 metric tons, valued at 1,192,786 pesetas. France supplied 174 tons, Italy 110 tons, and Great Britain 79 tons.

Glycerine, which is made in Spain, is used both industrially and in pharmacies. The annual consumption in Malaga is estimated at 20 metric tons. Glycerine comes packed in cans of 10 and 20 kilos. and also in glass bottles. There are glycerine factories at Barcelona, San Sebastian, and Santander. Glycerine of 28°, which was sold before the war at 2.80 pesetas per kilo. is now at 6 pesetas. Glycerine of 31°, which was at 3 pesetas per kilo., is at 6.30 pesetas, and the superior English glycerine, in bottles, is now at 8 pesetas.

The general and minimum customs rate on glycerine is 22 pesetas per 100 kilos., gross. The imports of glycerine into Spain during 1915 were 3,426 kilos., valued at 5,584 pesetas. Great Britain supplied 2,142 kilos., France 702 kilos., and the United States 512 kilos. On the other hand, Spain's exports of glycerine in 1915 amounted to 935,739 kilos., valued at 1,522,887 pesetas.

SODA ASH AND BLUE VITROL.

Soda ash, both in powder and crystals, is used for cleaning purposes, lithographic work, glassmaking, paper and soap manufacturing, etc. The annual consumption in Malaga is estimated at 1,000 tons of crystallized and 3,000 tons of the dry. Some soda ash is made in this country. The crystallized comes packed in barrels of 300 kilos. and the dried in double sacks of 100 kilos. Since the outbreak of the war the price of this product has increased from 18 to 24 pesetas per 100 kilos. The minimum and general rate of the import duty is 3 pesetas per 100 kilos., gross. The import statistics of soda ash are included in the figures for borax.

Blue vitriol is extensively used in this district, especially in the vineyards. Considerable quantities are made in Spain. As early as 1904 more than 6,000 tons were made in the province of Huelva alone. It is imported in wooden barrels of 250 kilos.

The import duty is \$.50 peseta per 100 kilos., gross. The market price before the war was 60 pesetas per 100 kilos., but has risen to 130 pesetas. In the customs statistics blue vitriol is classed with insecticides to combat plant and animal disease. The total imports under this section for 1915 were 6,667 tons, valued at 3,600,195 pesetas, of which Great Britain supplied 6,572 tons, France 84 tons, and the United States 1 ton.

PHARMACY SUPPLIES—PATENT MEDICINES.

There is a demand for all sorts of pharmacists' supplies, such as test tubes, funnels, beakers, and various special bottles. To comply with the Spanish sanitary regulations medicinal preparations of all kinds must have the formula on the containers and labels and must be listed in the Spanish pharmacopeia before they can be placed on sale.

The fertilizer factories in Malaga manufacture sulphuric acid of 53°, the market price of which is 13 pesetas per 100 kilos.; sulphuric acid of 60°, at 18 pesetas; and of 66° at 22 pesetas.

A golden opportunity seems to be presented for American manufacturers to establish themselves thoroughly in this market. The success or failure of their efforts will depend almost entirely upon their ability to place their goods here at as low a price as their competitors. Manufacturers of drugs, chemicals, and pharmaceutical supplies should carefully study the trans-Atlantic freight situation. The freight rates should be carefully investigated, and if American products can be offered in this market on equal terms with their competitors, it would seem advantageous to send over an enterprising representative to study the needs of the market and make proper connections. Small medicines are imported by parcel post.

IMPORTS FOR INDIVIDUAL NEEDS.

There are no jobbers in the American sense of the term in this district, as all the pharmacies import for their individual needs. In the selling of general drugs, it would not seem necessary or even advisable to seek an exclusive agent. It is important that attention should be paid to quoting prices and weights in Spanish currency and the metric system, respectively.

Credit terms, in practice, vary from cash against shipping documents to 60 and 90 days with 2 per cent discount for cash.

Manufacture of Portland Cement in Argentina.

(*Board of Trade Journal*).

According to the *Review of the River Plate* (Buenos Aires) of April 20, an Argentine company is erecting a large plant for the manufacture of Portland cement at Sierras Bayas, a station on the Buenos Aires and Great Southern Railway about half way between Bahia Blanca and Buenos Aires. It is stated that this will be the first attempt to manufacture high grade Portland cement in Argentina; that the plant is to have a capacity of 3,000 barrels a day; and that the company is financed by American capital.

Electrical Plant for Victoria.

(*London Times Trade Supplement*.)

Victoria is eagerly awaiting the time when plans can be settled and plant ordered for increasing its supplies of electric power. Existing central stations are all in danger of being overloaded, lighting and tramway extensions having gone ahead almost beyond the capacity of the sources of power supply. The Melbourne Electric

Supply Company is providing additional electricity to the St. Kilda-Brighton tramway, but more still is wanted. When the new turbine installation at the Newport power house starts up there will be an improvement in the situation, but even then there will be a wide scope for development in the provision of power for traction, lighting, and industrial purposes. A proposal is on foot for erecting a power house at Morwell, close by deposits of brown coal. It is also proposed, if the initial costs work out on a favourable basis, to establish a hydro-electric installation on the Kiewa river, with a view to transmitting the power to Melbourne.

Russian Shoe Market.

(*Consul David B. Macgowan, Moscow, United States Commerce Reports.*)

In a review of the Moscow shoe market the *Journal of Commerce and Industry* sees signs of the complete exhaustion of stocks. Even in peace times Moscow relied on Warsaw and foreign imports for a part of its footwear requirements. The imports of American shoes, though considerable, far from fill the gap left by the mobilization of the Russian shoe factories and shoemakers for war production or for military service. With sole leather selling not infrequently for 8 to 8.30 roubles per pound and with journeymen shoemakers largely drafted into the army, made-to-order goods naturally bring a very high price, and the newspaper refrains from attempting to make quotations. Heavy, high-grade sole leather has reached 9.70 roubles per pound during the last few days and there are takers for all that is offered. The retail prices for men's shoes of average quality are given as about 70 roubles, and for women's as about 50 roubles; women's high boots range from 125 to 140 roubles. Made-to-order goods are considerably higher. Foreign chevreau is quoted at 5.50 to 7 roubles per pound, foreign chrome at 5 roubles and upward. Russian chrome has recently risen from 2.75 to 4 roubles and upward. Stocks of shoes are practically exhausted, as far as wholesalers are concerned and retailers sell only upon presentation of passport, upon which the purchase is noted, or occasionally upon receipt of small shipments. (At the time this report was written the rouble was quoted at about 21 cents.)

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending October 12th, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	551,985	253,311	63,618		968,914
Consolidated Elevator Co.	466,317	117,628	23,064	39,939	646,948
Empire Elevator Co.	259,398	207,122	49,380	19,103	535,003
Ogilvie Flour Mills Co.	159,510	66,072	34,833		260,415
Western Terminal Elevator Co.	198,648	109,109	6,573	20,018	334,348
G.T. Pacific	843,767	420,639	23,493	11,588	1,299,487
Grain Growers' Grain Co.	328,555	351,389	20,042		699,986
Fort William Elevator Co.	38,947	31,471	39,009	9,326	118,753
Eastern Terminal Elevator Co.	122,274	89,128	12,967		224,374
Port Arthur—					
Port Arthur Elevator Co.	705,840	430,922	224,775	36,185	1,197,722
D. Horn & Co.	37,120	70,359	4,836	17,051	129,366
Dominion Government Elevator	322,259	569,036	26,351	38,659	956,305
Thunder Bay.	274,468	102,576	35,307	7,430	419,781
Total Terminal Elevators.	4,309,093	2,818,762	564,248	199,299	7,891,402
Saskatoon Dom. Govt. Elevator.	26,543	34,261			60,804
Moosejaw Dom. Govt. Elevator.	114,600	26,505	641	70	141,816
Calgary Dom. Govt. Elevator.	12,501	15,302	109	516	28,428
Vancouver Dom. Govt. Elevator.	46,845				46,845
Total Interior Terminal Elevators. .	200,480	76,068	750	586	277,893
Depot Harbour.	13,940				13,940
Midland—					
Aberdeen Elevator Co.	116,435				116,435
Midland Elevator Co.	132,500	49,200			181,700
Tiffin, G.T.P.	75,221	1,530	100,674		177,425
Port McNicol.	671,182	32,676			703,858
Collingwood.					
Goderich—Goderich Elevator and Transit Co.	262,702	152,008		17,399	432,109
Western Canada Flour Mills Co. Ltd. .	116,752				116,752
Kingston—					
Montreal Transportation Co.	199,372	19,985	42,965		262,322
Commercial Elevator Co.		58			58
Port Colborne.	437,885				437,885
Prescott					
Montreal—					
Harbour Commissioners No. 1.	103,962	155,780	48,903		308,645
" " No. 2.	399,684	31,065	23,591		454,340
Montreal Warehousing Co.	733,449	157,836	41,924		933,209
Quebec Harbour Commissioners.	3,266	14,650			17,916
West St. John, N.B.		9,706			9,706
Halifax, N.S.	80,945				80,945
Total Public Elevators.	3,347,295	624,494	258,057	17,399	4,247,245
Total quantity in store.	7,856,877	3,519,324	823,055	217,284	12,416,540

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior
Terminal Elevators, and at Public Elevators in the East for the Week ended
October 12, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—Grades.				
No. 1 Hard	165,806	2,061	158,962	326,829
No. 1 Northern	1,689,299	69,084	1,912,078	3,670,461
No. 2 "	1,093,212	52,121	381,821	1,527,154
No. 3 "	547,124	23,868	265,129	836,121
No. 4 Wheat	146,828	6,574	232,788	386,190
No. 5 "	28,708	2,063	4,603	35,374
No. 6 "	26,214	837	.....	27,051
Other	611,902	43,881	391,914	1,047,697
Totals	4,309,093	200,489	3,347,295	7,856,877
Oats—Grades.				
No. 1 C. W.	4,426	.....	.....	4,426
No. 2 "	1,241,214	14,385	216,984	1,472,583
No. 3 "	417,685	6,718	92,520	516,923
Ex. No. 1 Feed	480,894	14,327	39,364	534,585
No. 1 Feed	154,423	11,568	87,540	253,531
No. 2 "	252,917	1,900	19,357	274,174
Other	267,203	27,170	168,729	463,102
Totals	2,818,762	76,068	624,494	3,519,324
Barley—Grades.				
No. 3 extra C. W.	2,561	.....	.....	2,561
No. 3 C. W.	195,073	107	144,168	339,348
No. 4 "	155,138	2	72,096	227,236
Feed	88,512	.....	4,089	92,661
Rejected	52,942	.....	13,553	66,495
Other	70,022	641	24,151	94,814
Totals	564,248	750	258,057	823,055
Flax—Grades.				
No. 1 Northwestern Canada	116,853	342	.....	117,195
No. 2 C. W.	34,261	162	.....	34,423
No. 3 "	3,514	12	.....	3,526
Rejected .....	.....	.....	.....	.....
Other	44,671	70	17,399	62,140
Totals	199,299	586	17,399	217,284
Corn .....	.....	.....	.....	.....
Total quantity in store	7,891,402	277,893	4,247,245	12,416,540

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators, and Public Eleveators in the East on October 12, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>October 12th, 1917.</i>			
Terminal Elevators.....	4,309,093	2,582,409	6,891,402
Interior Terminals.....	200,489	77,404	277,893
Public Elevators in the East.....	3,347,295	899,950	4,247,245
Total.....	7,856,877	4,559,663	12,416,540
<i>October 13th, 1916.</i>			
Terminal Elevators.....	8,423,021	3,945,129	12,368,150
Interior Terminals.....	326,195	57,273	383,468
Public Elevators in the East.....	5,551,511	8,639,119	14,190,630
Total.....	14,300,727	12,641,521	26,942,248
<i>October 15th, 1915.</i>			
Terminal Elevators.....	9,850,128	2,132,844	11,902,972
Interior Terminals.....	78,731	4,368	83,099
Public Elevators in the East.....	2,993,019	398,694	3,391,713
Total.....	12,921,878	2,535,906	15,457,784
<i>October 15th, 1914.</i>			
Terminal Elevators...	16,766,219	5,045,178	21,811,397
Interior Terminals	6,514	.....	6 514
Public Elevators in the East.....	5,731,763	1,287,184	7,018,947
Total.....	22,504,496	6,332,362	28,836,858

TENDERS INVITED.**South Africa.****POSTS AND TELEGRAPHS INDENTS.**

The Trade Commissioner in Cape Town, Mr. W. J. Egan, has forwarded to the Department of Trade and Commerce copies of indents Nos. 138, 139 and 141, issued by the Department of Posts and Telegraphs of the Union of South Africa and recently transmitted to the High Commissioner for South Africa in London, England. The requirements (including such items as lead seals, spares for Ericssons Central Battery Telephones (amour and nuts, brackets and screws, ebonite blocks, retardation coils, cords, cradles, fuses, gongs, generator handles, jacks, auxiliary keys, concentration keys, plunger keys, ringing and speaking keys, switchboard lamps, pilot lenses, wiring plates, micro telephones, plugs, relays, screws), spares for Ericssons Magneto Telephones (magneto armatures, ebonite blocks and cases, aluminum brackets, operators' breast plates, heat coils, cords, covers for extension bells, cord contact cups, ledge writing desks, carbon diaphragms, dials, nickel plated discs, silk separator discs, fibre discs, ebonite ear caps, escapements for calculagraphs, key hole escutcheons, tube fuses, magneto generators, glasses, gong bells, ebonite handles, operators' headgear, hooks, indicators, knobs, keys, lamps, levers, nuts, numbers, pads, platens, plugs, racks, rings, sleeves, springs, straps, terminals, thimbles, wheels, screws), and wheels, split, detachable tire, (complete with rubber tires), of the South African Department of Posts and Telegraphs, as indicated in this indent may be had at the Department of Trade and Commerce, Ottawa. (Reference file No. 18760). This indent is of service in pointing out to Canadian manufacturers the necessity of representation in South Africa or London.

RAILWAY EQUIPMENT.

A letter has been received from Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, South Africa, in which he states that the South African Department of Railways and Harbours has requested the High Commissioner for the Union of South Africa in London, England, to invite tenders for:—

50 first-class main line coaches.

50 second-class main line coaches.

Also a supply of handles for picks or beaters.

Tender forms with full particulars regarding the supply of main line coaches may be obtained only from the office of the High Commissioner for the Union of South Africa in London, England.

Tender forms and full particulars regarding the supply of handles for picks or beaters may be obtained from the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa.

(Refer "picks and beaters" file No. 17176.)

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1415. **House decorating supplies.**—A reputable house-decorator in St. John's, Newfoundland, requests to be put in communication with Canadian dealers in hardwoods, veneers, inlays, plaster ornaments, compo for compo enrichments, mouldings for friezes, pictures, etc., chemicals for dyes and stains.

1416. **Canadian perfumes, Florida waters, cold cream, etc.**—An American house wishes to import supplies of Canadian perfumes, Florida waters, cold cream, etc.

1417. **Swedish apple wrapping paper.**—An inquiry comes for paper of the above description, 2,880 sheets in a ream weighing 7 pounds. This is exactly the size required. Heretofore this class of paper has come from Sweden. It is generally packed in strong canvas, bound with iron hoops. Samples may be procured on application to the Superintendent, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1418. **Nickel and cobalt.**—A metal merchant in Milan, Italy, with good references, desires to buy nickel (pure, in cubes, grains, etc.), also nickel salts, such as sulphate of nickel, and cobalt metal and salts.

1419. **Nestible metal barrels.**—A firm in Boston, Mass., U.S., which is shipping cement largely to Allied Governments, wishes to secure from Canada nestible metal barrels suitable for shipment of cement.

1420. **Condensed milk.**—A Liverpool firm would like to receive quotations on 1,000 or 2,000 case lots of full cream sweetened and machine skimmed sweetened condensed milk.

1421. **Roll-top desks.**—A Liverpool firm of office furniture importers wishes to get into touch with Canadian manufacturers of the above with a view to after-the-war business.

1422. **Office chairs.**—A Liverpool firm asks to be placed in communication with Canadian office chair manufacturers with a view to after-the-war business.

1423. **Macaroni.**—A Liverpool firm wishes to receive offers of the above.

1424. **Macaroni.**—A Liverpool firm asks to be placed in touch with exporters of the above.

4

MAKE YOUR DOLLARS FIGHT
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The VICTORY Loan

is an investment—the safest investment in the world. It is your patriotic duty to subscribe. Help the flag to victory.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

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Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

- (*Circulated within Canada only.*)
Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

- *Canada Year-Book. (*Price, \$1.00.*)
- *Census Returns. (*Price of volumes vary.*)
- *Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, Via Carlo Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

*Commercial Intelligence
Journal*



VOL. XVII.

No. 718.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, OCTOBER 29, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, October 29, 1917.

No. 718

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(Mr. Harrison Watson.)

LONDON, ENGLAND, September 4, 1917.

REVISED AND ELABORATED TRADE RETURNS OF THE UNITED KINGDOM FOR THE YEAR 1916.

While the unrevised aggregate foreign trade returns of the United Kingdom for the calendar year 1916 were published in January, together with the detailed statistics of the imports of the principal articles of food, and the chief features were dealt with in my report of the 12th January, 1917, the final figures accompanied by tables of all imports and exports, giving source and destination and countries of origin or consignment, are now issued for the first time in Volume I of the Annual Statement of the Trade of the United Kingdom.

As the corrected figures for the articles of food differ but slightly from those which, as forming important features of Canadian export trade, were reproduced, together with countries of origin, exhaustively in the earlier report referred to, it is unnecessary to repeat them here, but before proceeding to the reproduction of the new statistics which deal mainly with manufactured goods, it seems desirable to give the revised aggregate trade figures for 1916, which are as follows:—

Corrected Totals of Foreign Trade for 1916.

1. Imports—		
From foreign countries..	£645,833,842	
British possessions	302,672,650	
		£948,506,492
2. Exports (British)—		
To foreign countries..	£320,103,836	
British possessions	186,175,871	
		506,279,707
3. Exports (Foreign and Colonial)—		
To foreign countries..	£83,032,605	
British possessions..	14,533,573	
		97,566,178
Total aggregate trade for the year 1916..	£1,552,352,377	

Imports of Manufactured Goods from Canada, including a few articles of Food not previously published.

Although increasing transportation difficulties, supplemented by the total prohibition of the importation of many manufactured goods, has greatly interfered with the further development of the growing export of Canadian manufactured goods to Great Britain which was such a feature of the 1915 trade, it is satisfactory to observe that a certain amount of business was maintained in most lines last year.

As the Principal of the Statistical Office of H.M. Customs and Excise has again been good enough to supply a special list of the imports from Canada of a number of articles, figures for which are not publicly issued, being included in the published returns under the designation "Other British Possessions," it is possible to reproduce a table which covers Canadian goods very comprehensively as far as ordinary trade is concerned. At the same time it should again be repeated that these figures only afford an inadequate idea of the total volume of goods imported into the United Kingdom from Canada, because the accounts are prefaced by the statement that they "do not include certain goods which, at the time of importation, were the property of His Majesty's Government or the Governments of the Allies."

In cases where these special figures as regards Canadian imports are available for the past two years, detailed statistics showing countries of origin are given in the accompanying table.

It will be noted that items in which considerable increases are shown are rubber boots and shoes and rubber manufactures, carbide of calcium, copper regulus, nickel oxide, wire, wire nails, implements and tools, machine tools, glass bottles, wrapping paper, frozen beef, fresh fish, hops, and dressed flax.

The special list, however, includes a certain number of commodities, returns for which are now supplied for the first time, so a supplementary table has been prepared giving the value of the total imports into the United Kingdom, and of the proportion supplied from Canada. This table also contains the statistics relating to a few Canadian goods, the trade in which is at present small.

1. TABLE showing quantities, values and principal sources of supply, of certain commodities, mainly manufactured goods, imported into the United Kingdom during the years 1915 and 1916, to which Canada has contributed.

	1915.		1916.	
	Quantity.	Value.	Quantity.	Value.
Arms—				
Small arms ammunition, Sporting—	Cwts.	£	Cwts.	£
Total imports.. . . .	11,606	91,317	4,301	35,441
Principal sources—				
United States.. . . .	9,414	77,302	2,631	24,650
Canada.. . . .	1,133	8,967	712	6,299
Asbestos, Raw—				
Total imports.. . . .	510,459	359,822	534,237	537,496
Principal sources—				
Canada.. . . .	349,863	209,652	244,932	184,517
United States.. . . .	66,090	35,897	70,466	37,251
Cape of Good Hope.. . .	54,269	77,141	65,284	95,882
Bladders, Casings, etc.—				
Total imports.. . . .	16,936,509	660,737	6,803,703	325,856
Principal sources—				
United States.. . . .	8,695,295	308,021	4,481,572	181,211
New Zealand.. . . .	3,219,860	129,686	718,110	39,161
Argentina.. . . .	844,695	25,567	470,813	10,910
Australia.. . . .	1,585,745	59,920	61,734	3,177
Canada.. . . .	466,489	29,221	164,249	11,604
Boots and Shoes, of Rubber—	Doz. Pairs.		Doz. Pairs.	
Total imports.. . . .	160,462	264,260	250,780	438,431
Principal sources—				
United States.. . . .	151,198	250,076	204,122	345,163
Canada.. . . .	3,834	8,671	43,840	90,148
Motor Cars, Chassis—	No.		No.	
Total imports.. . . .	2,936	857,872	347	56,487
Principal sources—				
France.. . . .	1,216	273,929	28	4,778
United States.. . . .	1,196	444,400	167	19,218
Canada.. . . .	2,150	16,798	26	5,441
Motor Cars, Tires and Tubes—				
Total imports.. . . .	.....	848,669	.....	2,207,210
Principal sources—				
United States.. . . .	.....	616,537	.....	1,400,911
Italy.. . . .	.....	99,920	.....	453,625
France.. . . .	.....	22,516	.....	133,037
Canada.. . . .	.....	182,562	.....	136,230

1. TABLE showing quantities, values and principal sources of supply, etc.—*Continued.*

	1915.		1916.	
	Quantity. Cwts.	Value. £	Quantity. Cwts.	Value. £
Acetate of Lime—				
Total imports.. . . .	101,267	84,238	68,134	146,873
Principal sources—				
United States.. . . .	84,938	69,368	55,585	126,085
Canada.. . . .	10,257	11,425	4,568	9,402
Acetic Acid—				
Total imports.. . . .	103,267	213,681	58,881	370,149
Principal sources—				
Netherlands.. . . .	11,441	39,765	1,686	23,862
United States.. . . .	85,724	167,088	54,188	280,974
Canada.. . . .	.....	.....	768	3,046
Acetone—				
Total imports.. . . .	115,554	524,877	51,324	293,219
Principal sources—				
United States.. . . .	107,674	499,230	46,821	276,763
Canada.. . . .	7,880	25,647	4,503	16,506
Carbide of Calcium—				
Total imports.. . . .	521,523	293,188	489,785	328,724
Principal sources—				
Norway.. . . .	366,938	194,136	344,392	215,281
Sweden.. . . .	81,833	54,608	45,354	36,595
Italy.. . . .	23,318	14,070	16,341	11,927
Canada.. . . .	39,039	24,133	81,654	63,188
Potash Compounds, other than Saltpetre—				
Total imports.. . . .	.....	493,626	.....	635,030
Principal sources—				
United States.. . . .	.....	141,772	.....	162,220
France.. . . .	.....	88,179	.....	42,378
Canada.. . . .	.....	21,757	.....	20,997
Soda Compounds, other than Soda Ash, Bicarbonate, Caustic and Crystals—				
Total imports.. . . .	146,842	244,645	97,784	276,632
Principal sources—				
United States.. . . .	115,946	160,467	62,270	145,077
France.. . . .	9,299	32,208	11,265	47,671
Canada.. . . .	401	2,913	6,018	13,427
Cocoa, Preparations of, etc.—				
Total imports.. . . .	324,866	2,399,684	265,620	2,278,065
Principal sources—				
Switzerland.. . . .	205,900	1,707,380	165,355	1,654,151
Netherlands.. . . .	76,235	511,782	49,554	371,405
Canada.. . . .	603	3,899	837	7,038
Cordage, Binder Twine—				
Total imports.. . . .	204,299	401,641	212,639	550,104
Principal sources—				
United States.. . . .	179,065	351,066	200,039	514,835
Canada.. . . .	25,010	50,096	12,600	35,269
Cereal Products, Beans, Haricot, not fresh—				
Total imports.. . . .	800,055	751,017	1,077,600	1,239,325
Principal sources—				
Madagascar.. . . .	131,670	162,693	138,570	203,768
Japan.. . . .	97,020	100,608	51,170	69,666
United States.. . . .	11,880	15,406	1,990	3,084
Canada.. . . .	.....	1,586	7,890	11,201
Shredded Wheat—				
Total imports.. . . .	20,381	23,638	20,021	34,060
Principal sources—				
United States.. . . .	17,817	20,580	11,698	17,631
Canada.. . . .	2,564	3,058	8,323	16,429
Oatmeal—				
Total imports.. . . .	229,824	189,995	333,197	305,316
Principal sources—				
Canada.. . . .	52,768	42,224	183,114	169,424
United States.. . . .	176,971	147,671	150,083	135,892
Rolled Oats—				
Total imports.. . . .	654,624	683,599	632,796	674,782
Principal sources—				
Canada.. . . .	206,733	233,224	323,028	353,537
United States.. . . .	447,891	450,375	309,575	321,035

1. TABLE showing quantities, values and principal sources of supply, etc.—*Continued.*

	1915.		1916.	
	Quantity. Yards.	Value. £	Quantity. Yards.	Value. £
Cotton, Manufactures—				
Grey, unbleached—				
Total imports.. . . .	22,598,246	1,145,722	18,166,829	1,109,368
Principal sources—				
United States.. . . .	20,232,009	1,060,290	15,115,130	981,791
Canada.. . . .	1,705,693	64,938	806,791	35,376
Hosiery, other than Stockings and Socks—				
Total imports.. . . .	.....	2,107,124	.....	2,740,856
Principal sources—				
United States.. . . .	.....	1,673,160	.....	1,264,629
Japan.. . . .	.....	210,299	.....	1,228,797
Switzerland.. . . .	.....	121,120	.....	161,525
Canada.. . . .	.....	10,634	.....	6,556
Unenumerated—				
Total imports.. . . .	.....	762,196	.....	643,793
Principal sources—				
United States.. . . .	.....	307,828	.....	237,276
Netherlands.. . . .	.....	160,948	.....	104,118
Canada.. . . .	.....	1,098	.....	6,944
Fish, canned, other than Sardines, Salmon and Lobster—				
Total imports.. . . .	Cwts. 326,689	972,719	Cwts. 232,937	1,035,484
Principal sources—				
Norway.. . . .	253,664	692,747	144,175	602,841
Japan.. . . .	8,609	43,804	15,730	115,273
United States.. . . .	8,907	35,568	17,022	69,351
Canada.. . . .	5,121	15,741	2,060	8,066
Fish, Fresh (except Herrings)				
Total imports.. . . .	575,095	1,057,137	457,192	1,041,102
Principal sources—				
Deep sea fisheries.. . . .	176,578	259,313	191,087	381,265
Denmark.. . . .	126,752	280,672	44,585	105,941
Netherlands.. . . .	210,354	343,616	130,374	320,160
Norway.. . . .	34,458	74,792	40,626	74,399
United States.. . . .	4,183	15,735	2,762	8,956
Canada.. . . .	19,288	76,862	42,821	142,314
Flax, Dressed or Undressed—	Quantity.	Value.	Quantity.	Value.
Total imports.. . . .	Tons. 63,583	£ 4,732,186	Tons. 74,273	£ 6,710,104
Principal sources—				
Russia.. . . .	51,999	3,452,701	68,647	5,852,128
Netherlands.. . . .	5,710	738,342	1,878	433,025
Belgium.. . . .	1,105	150,961	62	16,423
Canada.. . . .	18	1,449	125	14,442
Apples, Raw—	Cwts.		Cwts.	
Total imports.. . . .	3,343,629	2,322,249	2,658,230	2,741,102
Principal sources—				
United States.. . . .	1,851,018	1,323,215	1,297,563	1,311,209
Canada.. . . .	1,010,148	601,079	578,628	508,790
Australia.. . . .	209,332	235,773	578,739	769,323
Pears, Raw—				
Total imports.. . . .	210,537	259,045	160,591	242,062
Principal sources—				
United States.. . . .	54,580	52,929	96,839	129,766
France.. . . .	58,843	119,042	21,824	38,295
Australia.. . . .	6,743	8,339	13,009	18,009
Cape of Good Hope.. . . .	4,113	12,581	7,217	25,095
Canada.. . . .	2,811	2,628	3,046	4,629
Netherlands.. . . .	78,392	56,940	11,620	14,073
Dried Fruit, Unenumerated—				
Total imports.. . . .	169,481	257,359	74,889	146,094
Principal sources—				
United States.. . . .	146,605	227,649	59,568	122,269
Canada (presumably apples)	16,945	23,804	4,797	8,832
Fruit, canned or bottled, (Preserved without sugar)—				
Total imports.. . . .	313,130	308,286	173,914	265,234
Principal sources—				
Spain.. . . .	183,113	170,973	98,683	161,859
Canada.. . . .	52,179	42,992	28,358	34,041
United States.. . . .	41,232	41,474	30,009	37,689
Nuts (except Almonds)—				
Total imports.. . . .	751,576	1,037,246	604,709	1,050,403
Principal sources—				
Spain.. . . .	128,641	237,890	83,438	185,693
Canada.. . . .	2,517	2,196	1,920	3,376

1. TABLE showing quantities, values and principal sources of supply, etc.—*Continued.*

	Quantity. Cwts.	Value. £	Quantity Cwts.	Value. £
Glass,—Flint, plain, cut or ornamented, and manufactures of (except bottles)—				
Total imports.. . . .	572,591	723,180	683,456	1,118,809
Principal sources—				
United States.. . . .	187,274	233,899	253,391	374,297
Netherlands.. . . .	208,843	198,400	148,948	164,538
Sweden.. . . .	91,259	143,581	65,800	129,690
Canada.. . . .	2,542	2,915	2,867	5,117
Glass,—Bottles—	Gross.		Gross.	
Total imports.. . . .	705,675	440,565	1,430,256	968,569
Principal sources—				
Netherlands.. . . .	358,917	248,257	470,869	475,923
United States.. . . .	140,498	60,741	516,317	235,335
Sweden.. . . .	89,998	56,661	112,282	105,169
Canada.. . . .	4,277	1,565	53,097	27,534
Hay—	Tons.		Tons.	
Total imports.. . . .	1,305	5,733	457	2,523
Principal sources—				
Canada.. . . .	619	2,712	251	1,481
United States.. . . .	686	3,021	206	1,042
Hollow-ware, wrought enamelled—	Cwts.		Cwts.	
Total imports.. . . .	66,469	141,087	62,856	166,652
Principal sources—				
Netherlands.. . . .	32,444	61,657	11,957	29,684
Sweden.. . . .	16,497	34,430	7,915	23,934
Canada.. . . .	910	3,122	1,700	4,116
Hops—				
Total imports.. . . .	200,337	798,512	148,407	714,518
Principal sources—				
United States.. . . .	134,831	610,517	107,495	570,702
Belgium.. . . .	34,194	78,768	17,382	44,986
France.. . . .	26,261	84,834	12,191	36,347
New Zealand.. . . .	2,614	12,561	3,193	15,860
Canada.. . . .	717	3,681	6,800	39,432
Implements and Tools (except machine tools)—				
Total imports.. . . .	.....	609,119	.....	1,093,069
Principal sources—				
United States.. . . .	.....	530,413	.....	993,412
France.. . . .	.....	12,911	.....	11,827
Canada.. . . .	.....	27,977	.....	51,221
Jute, manufactures of (other than cordage, cables, ropes, and twine, but including piece-goods, sacks, and bags)—				
Total imports.. . . .	.....	4,787,726	.....	6,483,553
Principal sources—				
British India.. . . .	.....	4,606,678	.....	6,299,354
United States.. . . .	.....	69,712	.....	87,532
Japan.. . . .	.....	25,533	.....	35,095
Netherlands.. . . .	.....	14,848	.....	9,957
Canada.. . . .	.....	46,742	.....	16,371
Lamps and Lanterns (except Electric)—	No.		No.	
Total imports.. . . .	200,483	28,204	302,063	30,964
Principal sources—				
United States.. . . .	137,141	14,736	220,691	20,873
Sweden.. . . .	13,361	8,526	1,603	1,253
Canada.. . . .	30,545	2,641	46,095	5,538
Lard—	Cwts.		Cwts.	
Total imports.. . . .	2,210,436	5,783,260	1,933,827	6,982,985
Principal sources—				
United States.. . . .	2,098,781	5,499,029	1,866,568	6,772,996
Canada.. . . .	72,573	195,490	35,004	119,755
Leather, Undressed (Hides other than calfskin)—				
Total imports.. . . .	1,057,933	7,675,529	859,107	7,488,860
Principal sources—				
United States.. . . .	579,027	3,810,292	488,536	4,130,373
India.. . . .	276,412	2,328,558	8,334	51,343
Australia.. . . .	120,161	930,101	54,407	470,551
Canada.. . . .	50,274	367,678	21,330	203,447

1. TABLE showing quantities, values and principal sources of supply, etc.—*Continued.*

	1915.		1916.	
	Quantity. Cwts.	Value. £	Quantity. Cwts.	Value. £
Leather, Dressed, Box Calf—				
Total imports.. . . .	43,121	1,056,832	21,243	832,113
Principal sources—				
United States.. . . .	37,121	888,161	16,061	612,265
Canada.. . . .	3,730	102,329	3,135	140,987
Glaze Kid—				
Total imports.. . . .	42,484	1,438,713	52,860	2,517,047
Principal sources—				
United States.. . . .	42,013	1,421,696	51,903	2,463,901
Canada.. . . .	89	3,207	286	13,078
Varnished, Japanned or enamelled—				
Total imports.. . . .	12,665	419,438	10,065	475,074
Principal sources—				
United States.. . . .	11,389	375,294	8,822	422,269
Canada.. . . .	910	35,538	1,039	46,750
Agricultural Machinery—				
Total imports.. . . .	13,300	478,720	12,072	495,132
Principal sources—				
United States.. . . .	8,968	261,373	7,951	296,984
Canada.. . . .	3,248	107,007	3,177	101,935
Electrical machinery, gener- ators and motors (except for aeroplanes, motor cars and cycles)—				
Total imports.. . . .	2,443	251,687	2,118	212,253
Principal sources—				
United States.. . . .	1,209	135,876	981	112,839
Canada.. . . .	14	1,590	35	2,302
Machine Tools—				
Total imports.. . . .	20,742	2,128,383	21,983	2,911,746
Principal sources—				
United States.. . . .	20,465	2,099,076	21,443	2,849,281
Canada.. . . .	88	11,901	225	22,160
Typewriters—				
Total imports.. . . .	No. 52,451	579,908	No. 59,348	610,289
Principal sources—				
United States.. . . .	49,967	562,613	56,508	590,416
Canada.. . . .	2,425	16,468	2,829	19,707
Meat—Beef, frozen..				
Total imports.. . . .	Cwts. 5,981,048	17,767,446	Cwts. 5,184,056	16,193,037
Principal sources—				
Australia.. . . .	1,236,938	3,565,458	765,493	2,425,496
Argentine Republic.. . . .	3,394,275	10,164,557	2,762,031	8,132,495
Uruguay.. . . .	74,500	232,258	34,972	107,412
New Zealand.. . . .	735,226	2,176,621	875,086	2,824,664
United States.. . . .	392,443	1,170,454	541,596	1,952,614
Canada.. . . .	71,880	231,965	121,191	447,749
Meat—Beef, Salted—				
Total imports.. . . .	67,991	180,436	65,294	213,640
Principal sources—				
United States.. . . .	63,970	167,863	64,630	211,577
Canada.. . . .	1,314	4,468	445	1,513
Meat, unenumerated, frozen i.e. except beef, mutton, pork and rabbits) —				
Total imports.. . . .	624,801	1,438,966	693,189	1,896,788
Principal sources—				
Argentine Republic.. . . .	246,456	522,832	391,529	1,007,614
Australia.. . . .	125,374	303,760	42,420	114,691
United States.. . . .	146,662	360,570	127,212	413,252
New Zealand.. . . .	39,811	105,634	42,716	124,334
Uruguay.. . . .	33,009	61,980	41,497	99,932
Canada.. . . .	23,676	53,928	23,571	65,619
Meat, Beef, preserved otherwise than by salting (includ- ing canned)—				
Total imports.. . . .	Cwts. 1,770,777	£ 10,318,953	Cwts. 1,616,784	£ 9,422,144
Principal sources—				
Australia.. . . .	273,401	1,467,907	37,153	233,603
United States.. . . .	484,650	3,071,540	445,744	2,606,421
Argentine Republic.. . . .	547,328	3,138,539	674,060	3,997,181
Uruguay.. . . .	322,783	1,934,829	292,679	1,863,953
New Zealand.. . . .	25,822	105,643	24,266	122,336
Canada.. . . .	95,550	503,021	76,886	359,161

1. TABLE showing quantities, values and principal sources of supply, etc.—*Continued.*

	1915.		1916.	
	Quantity. Cwts.	Value. £	Quantity. Cwts.	Value. £
Meat, Preserved otherwise than by salting, (including canned) except beef and mutton—				
Total imports.. . . .	207,450	1,092,607	224,767	1,271,230
Principal sources—				
United States.. . . .	121,771	713,864	138,414	875,779
Australia.. . . .	41,180	134,204	19,850	67,035
Uruguay.. . . .	8,833	55,545	8,607	60,319
Argentine Republic.. . . .	14,110	91,861	15,554	105,222
New Zealand.. . . .	8,336	24,480	18,789	51,881
France.. . . .	1,696	15,160	2,892	27,440
Canada.. . . .	7,354	38,793	13,145	40,334
Meat—Pork, frozen—				
Total imports.. . . .	131,567	435,908	292,522	1,167,186
Principal sources—				
United States.. . . .	86,628	288,524	249,973	998,221
Canada.. . . .	20,205	66,381	2,941	11,605
Antimony Ore—	Tons.		Tons.	
Total imports.. . . .	22,569	542,635	31,236	839,794
Principal sources—				
China.. . . .	4,041	60,976	21	867
Australia.. . . .	3,854	95,611	3,011	84,483
British East Indies.. . . .	242	4,513	10	311
Bolivia.. . . .	1,522	51,068	9,905	298,559
Canada.. . . .	1,026	27,568	723	20,234
Brass and Bronze, (manufac- tures of) except wire—				
Total imports.. . . .	41,206	4,331,417	18,768	2,787,856
Principal sources—				
United States.. . . .	40,595	4,268,621	18,265	2,655,061
France.. . . .	254	47,504	108	45,002
Canada.. . . .	212	24,026	40	7,547
Copper—Regulus and Precipi- tate—				
Total imports.. . . .	38,286	1,759,395	43,839	2,860,627
Principal sources—				
Cape of Good Hope.. . . .	8,404	310,637	10,569	497,320
Spain.. . . .	11,609	679,889	11,357	1,026,889
Mexico.. . . .	8,371	382,879	12,969	963,048
Canada.. . . .	2,157	65,350	6,071	183,764
Australia.. . . .	2,058	63,607	50	3,156
Copper, Unenumerated—				
Total imports.. . . .	6,398	612,646	1,582	237,160
Principal sources—				
United States.. . . .	5,445	527,066	1,339	205,516
Canada.. . . .	54	5,028	171	19,656
Iron or Steel and manufac- tures thereof—				
Spiegeleisen, Ferro-Manganese and Ferro-Silicon—				
Total imports.. . . .	18,488	219,333	24,422	525,847
Principal sources—				
Sweden.. . . .	8,704	58,900	5,635	100,488
United States.. . . .	2,503	34,652	12,870	261,394
Canada.. . . .	25	625	288	6,619
Hoops and Strips—				
Total imports.. . . .	69,429	707,482	32,424	497,506
Principal sources—				
United States.. . . .	64,971	605,396	29,963	440,184
Sweden.. . . .	3,077	87,368	1,048	39,206
Canada.. . . .	350	2,302	1,339	15,833
Tubes and Pipes and Fittings, wrought—				
Total imports.. . . .	44,348	627,368	32,094	710,948
Principal sources—				
United States.. . . .	37,824	518,507	27,466	588,290
Canada.. . . .	5,237	68,346	3,821	80,331
Wire, (Including uninsulated Electric Wire)—				
Total imports.. . . .	41,046	526,482	29,210	530,783
Principal sources—				
United States.. . . .	32,258	420,635	19,759	350,840
Canada.. . . .	7,806	93,969	9,181	174,030

1. TABLE showing quantities, values and principal sources of supply, etc.—*Continued.*

	1915.		1916.	
	Quantity. Cwts.	Value. £	Quantity. Cwts.	Value. £
Wire Rods—				
Total imports.. . . .	85,713	747,490	76,382	1,082,926
Principal sources—				
United States.. . . .	72,035	609,301	61,547	874,867
Sweden.. . . .	8,124	89,957	7,476	110,828
Canada.. . . .	5,554	48,232	7,356	97,191
Wire Nails—				
Total imports.. . . .	50,174	574,293	67,533	1,141,068
Principal sources—				
United States.. . . .	30,822	359,878	51,888	868,128
Canada.. . . .	16,158	177,546	14,815	255,572
Nails, (Other than Wire Nails)				
Screws and Rivets—				
Total imports.. . . .	7,533	186,464	5,894	184,746
Principal sources—				
United States.. . . .	5,180	125,157	3,270	97,656
Sweden.. . . .	1,061	30,524	642	38,886
Canada.. . . .	350	6,199	1,347	20,625
Manufactures of Iron or Steel, Unenumerated—				
Total imports.. . . .	23,861	895,332	12,251	607,453
Principal sources—				
United States.. . . .	16,520	648,319	9,815	498,946
Netherlands.. . . .	1,521	27,684	441	8,737
Sweden.. . . .	1,366	90,804	849	36,572
France.. . . .	576	28,531	177	18,396
Canada.. . . .	654	18,220	617	16,455
Steel blooms, billets and slabs—				
Total imports.. . . .	427,996	2,930,444	146,032	1,786,177
Principal sources—				
United States.. . . .	349,046	2,262,297	119,384	1,368,652
Sweden.. . . .	25,821	370,544	23,090	373,362
Canada.. . . .	50,702	280,115	3,023	37,502
Lead ore—				
Total imports.. . . .	14,062	162,626	11,443	150,592
Principal sources—				
Australia.. . . .	6,641	86,946	4,962	60,686
Peru.. . . .	2,904	27,635	3,500	41,318
Canada.. . . .	113	1,350	103	1,900
Zinc, manufactures of—				
Total imports.. . . .	8,036	438,042	3,669	358,312
Principal sources—				
United States.. . . .	4,936	273,355	1,717	182,044
Canada.. . . .	161	10,206	113	10,166
Zinc, crude, in cakes—				
Total imports.. . . .	74,522	3,979,781	53,327	3,853,263
Principal sources—				
United States.. . . .	46,276	2,334,733	38,956	2,782,938
Netherlands.. . . .	12,930	656,304	3,674	255,031
France.. . . .	1,965	90,521	591	39,195
Canada.. . . .	1,420	92,023	1,326	107,837
Zinc ore—				
Total imports.. . . .	114,360	1,213,664	78,325	1,040,941
Principal sources—				
Australia.. . . .	38,883	281,585	16,194	164,151
Italy.. . . .	37,055	485,552	27,830	372,043
Spain.. . . .	10,509	78,458	8,403	101,562
Algeria.. . . .	2,465	16,457	7,140	82,870
Japan.. . . .	5,603	53,418	1,756	32,097
France.. . . .	8,769	138,918	9,006	168,624
Canada.. . . .	139	1,768	39	722
Metal, unenumerated (unwrought)—				
Total imports.. . . .	43,766	3,022,430	25,004	2,227,596
Principal sources—				
Canada.. . . .	13,496	686,370	4,804	248,245
France.. . . .	8,839	451,265	5,000	211,781
United States.. . . .	13,361	1,404,726	5,754	1,043,137
Norway.. . . .	3,885	245,317	5,330	460,322
Metal, unenumerated, wrought (except printing type)—				
Total imports.. . . .	5,366	720,841	3,787	676,418
Principal sources—				
United States.. . . .	3,701	516,523	2,593	438,270
Netherlands.. . . .	727	55,964	509	50,746
Canada.. . . .	386	54,139	165	63,886

1. TABLE showing quantities, values and principal sources of supply, etc.—*Continued.*

	1915.		1916.	
	Quantity. Cwts.	Value.	Quantity. Cwts.	Value.
Mica—				
Total imports.. . . .	37,505	112,028	46,643	213,960
Principal sources—				
India.. . . .	29,534	92,119	43,432	197,970
United States.. . . .	4,355	3,675	1,628	2,291
Canada.. . . .	1,864	6,061	879	7,594
Milk, condensed (not sweetened)—				
Total imports.. . . .	277,559	733,660	668,815	2,084,768
Principal sources—				
Norway.. . . .	21,896	40,367	3,186	5,531
Netherlands.. . . .	9,249	15,737	8,101	19,377
Switzerland.. . . .	20,945	51,855	23,689	66,057
United States.. . . .	141,821	397,452	607,136	1,915,501
Canada.. . . .	77,590	214,297	21,258	64,237
Milk powder, not sweetened—				
Total imports.. . . .	51,018	130,332	22,533	72,834
Principal sources—				
Netherlands.. . . .	14,087	35,406	6,884	30,078
France.. . . .	4,598	15,630	92	342
Victoria.. . . .	1,000	1,800	.....	—
Canada.. . . .	843	1,698	2,857	7,616
Mouldings for picture frames—				
Total imports.. . . .	.....	58,845	.....	86,588
Principal sources—				
Netherlands.. . . .	.....	26,157	.....	21,486
Norway.. . . .	.....	6,259	.....	5,605
Canada.. . . .	.....	749	.....	2,514
Organs and harmoniums—	No.		No.	
Total imports.. . . .	1,284	15,682	.....	—
Principal sources—				
United States.. . . .	799	10,422	.....	—
Canada.. . . .	470	5,197	.....	—
Oil, fish—	Tons.		Tons.	
Total imports.. . . .	91,872	2,278,065	108,867	3,493,474
Principal sources—				
Whale fisheries—				
Whale fisheries (South).. . . .	13,636	290,857	36,093	1,171,864
Norway.. . . .	13,576	490,642	8,051	266,453
Japan.. . . .	9,026	174,346	7,795	206,239
Falkland Islands.. . . .	33,783	815,757	43,876	1,400,109
Canada.. . . .	129	2,682	118	3,783
Oil, animal—				
Total imports.. . . .	191,029	271,915	51,776	120,270
Principal sources—				
United States.. . . .	148,159	197,926	29,020	69,756
Australia.. . . .	15,073	26,542	4,545	10,800
France.. . . .	11,663	17,530	8,880	18,106
Canada.. . . .	217	481	495	1,361
Linseed cake—				
Total imports.. . . .	66,697	651,815	74,418	937,312
Principal sources—				
India.. . . .	15,913	158,996	12,972	165,125
Russia.. . . .	7,118	70,155	16,494	208,344
Canada.. . . .	11,041	106,744	9,664	126,482
United States.. . . .	21,270	204,263	26,502	329,437
Refined tallon—	Cwts.		Cwts.	
Total imports.. . . .	645,767	1,628,557	650,584	2,086,489
Principal sources—				
Argentine Republic.. . . .	225,440	553,025	223,948	642,499
United States.. . . .	252,665	684,791	341,125	1,192,589
Australia.. . . .	52,915	107,324	5,291	14,609
France.. . . .	13,496	29,102	29,800	1,195
New Zealand.. . . .	37,083	77,305	28,486	76,418
Canada.. . . .	34,356	105,124	28,451	97,523
Nickel oxide—				
Total imports.. . . .	33,463	168,757	24,306	127,180
Principal sources—				
United States.. . . .	32,179	162,698	2,366	9,995
Canada.. . . .	1,284	6,059	21,940	117,185
Painters' colours and pigments, unenumerated—				
Total imports.. . . .	490,710	499,270	568,647	924,513
Principal sources—				
Netherlands.. . . .	126,604	175,200	219,861	415,689
United States.. . . .	117,949	176,186	145,501	276,520
Canada.. . . .	10,207	29,731	5,671	90,524

1. TABLE showing quantities, values and principal sources of supply, etc.—*Continued.*

	1915.		1916	
	Quantity. Cwts.	Value. £	Quantity. Cwts.	Value. £
Paper, packing and wrapping—				
Total imports.. . . .	3,609,201	2,699,336	3,084,594	3,825,443
Principal sources—				
Sweden.. . . .	1,640,421	1,118,411	1,510,804	1,722,773
Norway.. . . .	1,547,238	1,104,937	1,037,666	1,346,605
United States.. . . .	75,383	108,554	213,228	306,624
Canada.. . . .	19,612	18,467	85,774	97,014
Paper, for printing or writing, on reels—				
Total imports.. . . .	2,133,959	1,148,347	1,619,843	1,406,247
Principal sources—				
Newfoundland.. . . .	955,792	486,411	906,682	757,695
Norway.. . . .	647,585	353,526	263,122	242,106
Sweden.. . . .	240,078	121,916	218,247	188,750
United States.. . . .	98,822	61,464	91,687	87,314
Netherlands.. . . .	88,175	49,399	72,121	65,963
Canada.. . . .	90,715	53,766	57,868	44,854
United States.. . . .	349,046	2,262,297	119,384	1,368,652
Paper, for printing and writing, not on reels—	Cwts.		Cwts.	
Total imports.. . . .	649,029	594,081	502,542	755,082
Principal sources—				
Norway.. . . .	287,435	195,776	170,448	236,703
Sweden.. . . .	171,258	116,026	94,237	93,047
Belgium.. . . .	33,789	51,476	13,907	23,123
Netherlands.. . . .	83,374	88,480	73,325	113,432
United States.. . . .	31,579	54,194	126,143	196,738
Canada.. . . .	8,858	6,404	9,116	8,768
Millboard and wood-pulp board—				
Total imports.. . . .	1,212,982	665,241	879,990	686,387
Principal sources—				
Russia.. . . .	141,656	68,355	137,700	110,907
Sweden.. . . .	495,679	272,975	384,501	299,503
Canada.. . . .	211,722	100,833	139,626	80,700
Poultry, dead—				
Total imports.. . . .	156,440	654,320	137,379	635,970
Principal sources—				
Russia.. . . .	8,591	28,911	11,763	57,695
United States.. . . .	69,842	316,048	52,595	262,023
China.. . . .	46,611	169,891	60,223	243,194
France.. . . .	12,910	65,241	7,443	48,023
Italy.. . . .	982	6,200	.....	—
Canada.. . . .	5,933	25,250	2,308	12,005
Rubber, manufactures of—				
Miscellaneous—				
Total imports.. . . .	.....	628,668	.....	988,640
Principal sources—				
United States.. . . .	.....	563,628	.....	890,657
France.. . . .	.....	46,956	.....	32,753
Canada.. . . .	.....	2,469	.....	25,408
Seeds, clover and grass—	Cwts.		Cwts.	
Total imports.. . . .	260,376	707,263	233,249	692,377
Principal sources—				
France.. . . .	105,008	215,346	101,314	207,894
United States.. . . .	66,910	185,179	45,625	137,486
Denmark.. . . .	27,182	91,895	30,809	119,058
Chile.. . . .	20,647	65,980	18,635	76,440
Canada.. . . .	9,018	29,251	16,466	57,411
Skins and furs, unenumerated, dressed (not leather)—				
Total imports.. . . .	4,735,257	447,993	3,767,175	743,980
Principal sources—				
Russia.. . . .	3,100,466	142,362	1,310,473	87,839
China.. . . .	824,676	142,784	683,596	137,371
Canada.. . . .	157,175	64,897	63,427	60,969
Skins and furs, unenumerated, undressed—				
Total imports.. . . .	8,723,279	804,305	13,836,588	2,029,502
Principal sources—				
United States.. . . .	5,266,196	523,752	6,840,861	1,410,061
Australia.. . . .	1,108,334	69,982	1,542,087	147,279
Canada.. . . .	38,841	35,410	183,883	99,935

1. TABLE showing quantities, values and principal sources of supply, etc.— *Concluded.*

	1915.		1916.	
	Quantity. Cwts.	Value.	Quantity. Cwts.	Value.
Starch, farina or potato flour—				
Total imports.. . . .	373,582	311,363	365,933	423,840
Principal sources—				
Netherlands.. . . .	260,790	218,531	27,842	31,978
Japan.. . . .	46,231	44,172	307,197	363,291
United States.. . . .	59,146	41,849	27,055	24,719
Canada.. . . .	4,166	3,259	2,170	1,820
Starch, miscellaneous—				
Total imports.. . . .	1,242,985	808,012	1,830,933	1,521,099
Principal sources—				
United States.. . . .	1,193,949	765,823	1,774,082	1,462,488
Canada.. . . .	2,964	2,839	19,000	15,403
Toys and games—				
Total imports.. . . .	.....	534,325	.....	533,918
Principal sources—				
France.. . . .	.....	200,774	.....	195,636
Japan.. . . .	.....	168,228	.....	245,600
Canada.. . . .	.....	3,334	.....	3,243
Wood, unenumerated, hewn (i.e., except fir, pine, spruce, pitwood, oak)—	Loads.		Loads	
Total imports.. . . .	33,285	226,078	21,168	233,637
Principal sources—				
Russia.. . . .	1,942	7,189	5,302	53,417
Canada.. . . .	18,448	125,294	9,597	117,637
United States.. . . .	11,969	90,218	3,836	49,902
Wood manufactures, furniture and cabinet ware—				
Total imports.. . . .	.....	163,949	.....	83,888
Principal sources—				
United States.. . . .	.....	84,750	.....	38,484
France.. . . .	.....	13,369	.....	8,631
Canada.. . . .	.....	10,806	.....	1,060
Wood manufactures, house frames, fittings and joiners' work—				
Total imports.. . . .	.....	88,597	.....	33,173
Principal sources—				
Sweden.. . . .	.....	54,405	.....	17,144
United States.. . . .	.....	20,525	.....	11,805
Canada.. . . .	.....	7,099	.....	1,425
Wood manufactures, unenu- merated (including wood ware and turnery)—				
Total imports.. . . .	.....	2,050,275	.....	1,802,198
Principal sources—				
United States.. . . .	.....	955,178	.....	585,523
France.. . . .	.....	93,249	.....	63,635
Russia.. . . .	.....	383,437	.....	824,074
Sweden.. . . .	.....	149,016	.....	107,957
Netherlands.. . . .	.....	92,323	.....	41,541
Canada.. . . .	.....	48,517	.....	48,689
Woollen and worsted manufac- tures: Hosiery, other than socks and stockings—				
Total imports.. . . .	.....	555,443	.....	322,375
Principal sources—				
United States.. . . .	.....	252,985	.....	26,496
Canada.. . . .	.....	41,597	.....	9,917
Switzerland.. . . .	.....	245,283	.....	279,514
Vegetables, dried—	Cwts.		Cwts.	
Total imports.. . . .	22,666	88,190	12,496	62,874
Principal sources—				
Netherlands.. . . .	2,341	12,005	2,555	9,468
France.. . . .	1,042	3,206	560	1,472
Canada.. . . .	14,697	53,727	5,947	27,434
Vegetables, canned—				
Total imports.. . . .	732,389	751,010	455,408	684,960
Principal sources—				
Italy.. . . .	284,453	299,478	275,543	367,728
France.. . . .	57,730	81,082	31,517	67,542
United States.. . . .	211,199	185,873	22,979	37,956
Spain.. . . .	75,596	71,530	37,721	60,601
Canada.. . . .	88,329	89,739	80,867	135,606

2. TABLE showing value of total imports, and Canada's share of certain articles imported into the United Kingdom during the year 1916, for which separate figures as regards Canada have not previously been available or of which the quantity from Canada is insignificant.

	1916.	
	From Canada.	Total Imports.
Barley, pearled..	£ 2,802	£ 28,623
Bran and pollard..	2,451	123,735
Maize meal and milled products of maize.. . . .	3,620	246,713
Brooms and brushes..	1,726	432,043
Cutlery..	2,523	165,084
Electrical goods, and apparatus..	2,652	378,414
Unenumerated—		
Primary and secondary batteries..	2,381	224,315
Rubber insulated (not being telegraph and telephone wires and cables)..	1,338	133,728
Gloves, leather..	1,847	506,702
Glue, size and gelatine, not containing added sugar.. . . .	1,273	390,950
Gum..	2,000	548,130
Hair, cow, ox, bull or elk..	1,061	154,089
Hides, wet..	1,152	4,104,084
Leather, unenumerated, manufactures of.. . . .	2,537	334,866
Linen, manufactures, unenumerated..	2,220	152,102
Locomotives, road (including steam rollers).. . . .	1,446	46,129
Beef, chilled..	28,603	6,839,810
Pork, salted (other than bacon and hams).. . . .	1,605	134,023
Iron and steel..	3,061	60,271
Pipes and fittings, cast-steel, in bars, angles and shapes, other than girders, joists, etc..	2,879	1,366,439
Mining machinery..	2,719	160,257
Mouldings for picture frames..	2,514	86,588
Oil, unenumerated..	6,545	195,794
Paper, manufactures of, unenumerated..	2,566	297,508
Paraffin wax..	2,667	2,054,463
Soap, toilet..	3,318	88,178
Woollen rags, applicable to other uses than manure.. . . .	1,140	95,202

RUSSIA IN ASIA.

REPORT OF TRADE COMMISSIONER.

(Mr. L. D. Wilgress.)

OMSK, SIBERIA, August 10, 1917.

SIBERIAN TRADE REQUIREMENTS IN OIL ENGINES AND MARINE MOTORS.

Some particulars are given herewith regarding the trade in certain articles for which there is a demand in Siberia and which are among the industrial productions of Canada. It is hoped that these particulars will assist Canadian manufacturers of the products in question to determine the prospects for developing business with this market.

TRADE IN ENGINES.

A considerable demand was created in Western Siberia before the war for oil engines designed for various farm uses, such as the operation of flour mills, threshing, the pumping of water, etc. Previously the demand in this branch of trade was chiefly for portable steam engines with colonial fireboxes, enlarged especially for burning wood. With the amount of wood available for fuel purposes, this was considered the engine most suitable for use in Siberia. The rise in the price of wood, the prevalence of alkaline water in certain districts and particularly the campaign conducted by

Swedish and other manufacturers, gradually created a demand for oil engines, with the result that the number of portable steam engines sold each year remained stationary, while the trade in the former greatly increased. Lately the business in steam engines has been largely confined to dealers in power-threshing outfits. These have been chiefly of British and German manufacture, the largest sale being in sets with a nominal 10 horse-power, but an actual 36 horse-power.

Type of Oil Engine in Demand.

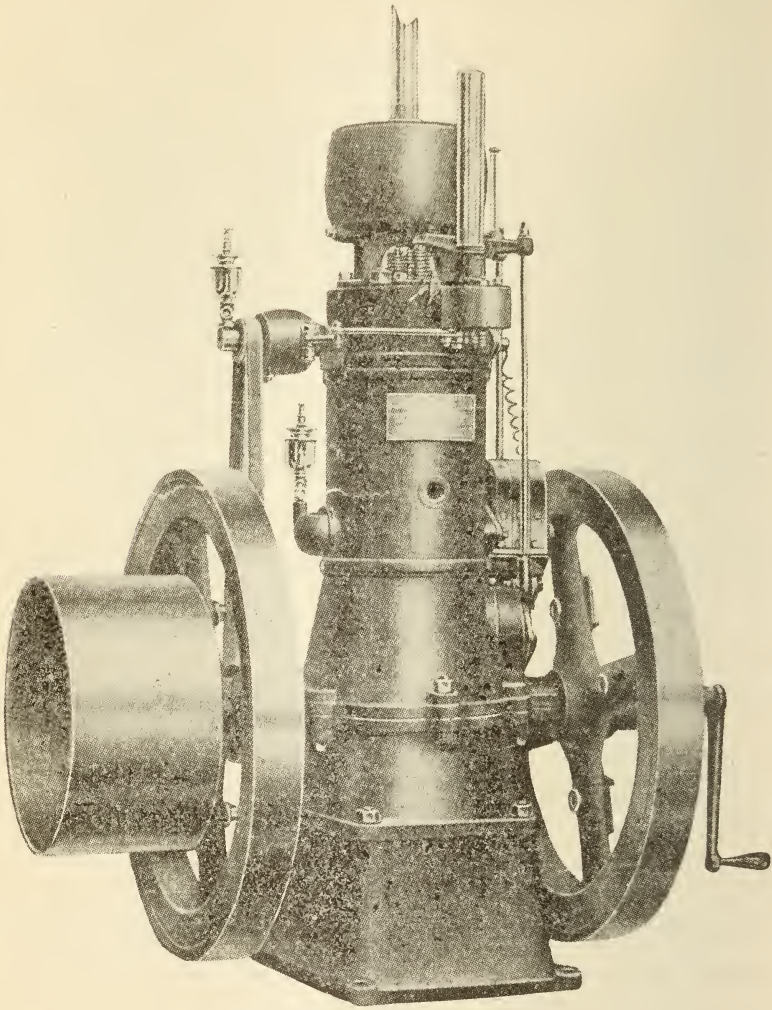
The oil engines sold in Western Siberia previous to the war were chiefly of Swedish and Russian manufacture, supplemented by a limited import from Germany and Great Britain. These engines were either sold to co-operative societies for the operation of flour mills, creameries, etc., or to individual peasants for general farm purposes. For the operation of flour mills and similar heavy purposes, the most usual size required is from 32 to 40 horse-power. The largest demand, however, is for one-cylinder vertical motors of from 10 to 16 horse-power size, suitable for operating threshers, small flour mills and for other farm uses. During the summer the farmers use their engines for threshing grain and other purposes, while during the winter they grind the grain by operating small unit flour mills, using their oil engines for power. There is also a considerable sale of the smaller sizes of engines of from 4 to 8 horse-power, which are used for pumping water, operating threshers, etc. The tendency has been, however, for a greater number of the larger sizes of engines to be sold each year, since the economy of purchasing a somewhat larger engine is becoming recognized.

The fuel used for oil engines in Western Siberia is either kerosene or what is locally known as "naphtha." This latter is similar to what is sometimes referred to in America as crude oil and is practically kerosene before the benzine is extracted from it. Gasolene is too dear to permit of its use for fuel purposes in Siberia. Since the outbreak of the war the high cost of kerosene and naphtha has placed the owners of oil engines at a disadvantage.

The requirements of the market call for an engine which is above all things simple to operate. This is one of the objections held against certain engines of the North American type as compared with those manufactured in Sweden and Germany. There is also a prejudice among the Siberian peasants against the horizontal motor, it being held that the friction is greater than in engines of the vertical type. The accompanying illustration shows a 10 horse-power engine manufactured by a well-known German firm. This oil engine is of the type which has enjoyed the largest sale in this market. The retail price of this particular motor before the war was 1,800 roubles. A 5 horse-power engine manufactured by the same firm sold for 750 roubles. These prices may be taken as representative of the prices paid for oil engines in Western Siberia previous to the outbreak of the war.

Terms of Sale.

The great demand for oil engines in Siberia was in large measure due to the enterprise of Swedish manufacturers and a considerable share of the business was in their hands. Russian firms did a large trade in the cheaper makes of engines. Certain German manufacturers also supplied a considerable number of engines each year to



Type of oil engine sold in Siberia.

Siberian farmers. These firms not only granted liberal terms of credit extending as a rule over two harvests, but the farmers were frequently provided with fuel and other requisites, also on credit. The engines in many cases remained the property of the manufacturer until fully paid for, the dealers being provided in advance with a stock of engines on a commission basis. Although the terms on which oil engines are sold in Siberia are likely to be greatly modified after the war, Canadian firms desirous of obtaining a share of the business offering would nevertheless do well to consider the above points, since this is one branch of trade in which competition has been particularly keen. The names of the principal firms dealing in agricultural machinery at Omsk may be obtained by interested Canadian manufacturers on application to the Department of Trade and Commerce, Ottawa. (Refer file No. 17251.)

NOTE.—Par value of rouble = 51.5 cents; 100 copecks = 1 rouble.

Marine Motors.

There should be an opening for the sale of Canadian marine motors in the Russian Far East. The development of the fishing industry of Eastern Siberia has led to an increased use of motor-propelled boats, while sailing vessels with auxiliary motor-power have proved to be the best suited for the trade along the coast where the population is very scattered. Motor-boats are also beginning to be used to a greater extent on the principal rivers of Siberia for purposes of communication and in connection with the fisheries. Motor-boating for pleasure is still in its infancy, although the sport appears to have gained a foothold in the principal towns. Motors of Swedish manufacture are chiefly to be seen, but it is reported that the sales of American motors are increasing in Eastern Siberia, where the conditions of competition are more favourable to Canadian and United States manufacturers. Kerosene is the principal fuel used, gasoline being too dear for general use. The type of marine motor required in Siberia is one of strong construction and simple design. All sizes are in demand varying according to the purposes for which the motors are to be used. The names of some of the principal dealers in Vladivostok may be obtained on application to the Department of Trade and Commerce, Ottawa. (Refer file No. 17251.)

SOUTH AFRICA.**REPORT OF TRADE COMMISSIONER.***(Mr. W. J. Egan).*

CAPE TOWN, S.A., August 25, 1917.

THE HALF-YEAR'S TRADE OF SOUTH AFRICA.

The Union's Customs returns for June complete the statistics of imports and exports for the first half of this year. The total imports of merchandise shipments for the Government and specie were valued at £17,507,483, a decrease of £2,306,029 compared with the corresponding half year of 1916, showing a decline of about 11½ per cent. This year's imports compared with the same period of the last normal year 1914 show a decrease of £2,567,641 or about 17 per cent less. Owing to increased prices the actual decline is, of course, much heavier. A conservative estimate of decrease in quantity should be at least 30 per cent. The imports generally indicate that war conditions have brought about a free consumption of the country's products and a more general use of commodities made in South Africa. The export figures shown further on in this report will show what a difference there is in foodstuffs only.

IMPORTS FROM CANADA.

Although shipping from Canada was greatly restricted in the first six months of this year, Canada's exports increased from £383,158 in 1916 to £398,681 this year. The United States exports increased for the same period from £2,833,967 in 1916 to £3,003,840, making their share of the total imports 17.7 per cent as compared with 14.7 per cent in 1916. As many lines of exports are produced or manufactured on similar lines in Canada and the United States, it has been thought best to submit the following table showing imports from each country and the total imports rather than a general table showing a comparison of imports for the two half years under review. The table submitted below is confined to thirty-six headings in which there is every possibility of competing:—

Article.	Dominion of Canada.		United States.		Total Imports.	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
		£		£		£
Brushware.....		311		1,723		27,537
Calcium carbide..... lb.	2,019,542	10,645	118,950	660	2,294,318	12,960
Enamelware.....		1,857		3,726		27,524
Cheese..... lb.	60,907	3,457	17,169	1,288	101,568	6,950
Flour and wheaten:—						
Meal..... lb.	3,329,260	29,303	893,234	8,548	32,862,888	237,480
Wheat.....			1,118	15	83,095,071	418,703
Oatmeal.....	146,999	1,616	263,226	2,801	972,456	13,823
Milk, condensed.....	4,108	222	1,299,305	32,920	4,889,635	136,536
Bedsteads.....		277		908		10,634
Furniture, n.o.d. (not metal).....		6,069		5,968		31,810
Bolts, nuts and rivets.....		1,754		17,261		59,822
Fencing wire..... cwt.	6,160	6,669	24,147	26,740	31,966	35,926
Horseshoes.....		124		1,896		3,453
Nails and screws.....		9,014		9,398		32,845
Sewing machines..... No.			2,319	3,292	17,789	56,843
Tools.....		6,361		35,264		72,637
Wire baling..... cwt.	1,900	1,625	2,971	3,151	4,917	4,862
Dairy utensils.....		35		811		22,537
Implements, Agricultural.....		13,391		63,453		124,563
Iron and steel:— (n.o.d.)						
Bar, bolt and rod..... cwt.	22,484	14,654	23,671	34,646	156,508	237,298
Chain for hauling.....		76		534		8,731
Pipes, piping and fittings..... cwt.	4,668	4,180	20,545	25,300	75,616	73,182
Lamps and lampware.....		42		7,049		16,979
Machinery:—						
Agricultural.....		1,249		15,964		29,616
Windmills.....				18,979		21,260
Paints and colours:—						
Varnish.....	375	133	2,728	972	27,570	14,339
Water paints and distempers.....		57		3,109		5,501
All other paints and painters' goods.....		739		5,310		65,809
Paper:—						
Bags.....		161		13,888		41,451
Wall.....		231		42		10,450
Printing.....		32,360		10,978		100,815
Wrapping.....		9,673		3,736		59,396
Carriages and parts.....		1,643		3,583		6,055
Motor cars and parts.....		133,407		275,674		434,408
Wheelbarrows.....		1,619		764		2,521
Handles for picks, etc.....		946		2,715		6,238
Total imports of merchandise:						
Canada.....		398,681				
United States.....				3,003,840		
Grand total imports into Union of South Africa.....						15,962,292

UNION OF SOUTH AFRICA'S EXPORTS.

The total tonnage shipped from South African ports for the first six months of 1917 was 1,432,007 tons, a slight increase of 19,261 tons. When the values of exports are compared the percentages are on a different level, showing the higher prices secured. The total value of exports shipped was £12,055,000 as compared with £9,700,000, an increase of £2,355,000, or six per cent, and the tonnage increased by only $1\frac{1}{2}$ per cent. The big increase is explained by the figures of diamond exports, which increased from a value of £1,776,000 in 1916 to a value of £3,502,000. Deducting this item from the

exports in both years, the figures shown are £8,553,000, as compared with £7,924,000 last year, or an increase in value of general exports by fully 6½ per cent.

Before submitting figures of export in South African products it may perhaps be interesting to first submit a table showing foodstuff imports for this half year as compared with the same period of 1916. This table will serve to show how war conditions have made the South African public less dependent on outside sources of supply for foodstuffs. The half-year's figures are:—

	1917.	1916.
Butter.. . . .	£ 987	£ 15,057
Cheese.. . . .	6,950	52,747
Coffee, raw.. . . .	384,925	273,183
Confectionery.. . . .	48,274	113,908
Corn, grain, etc..	716,922	1,228,787
Wheat.. . . .	418,703	792,529
Jams and jellies.. . . .	8,113	10,405
Jelly and custard powders.. . . .	7,462	20,021
Meats.. . . .	42,296	116,173
Milk or cream, condensed.. . . .	136,536	147,255
Spirits.. . . .	134,220	240,092
Sugar.. . . .	40,870	11,542
Tea.. . . .	109,255	137,558
Wines.. . . .	18,077	31,430

The grand total imports of foodstuffs in 1914 for the half year was just over £3,000,000, and for the same period this year at very much higher prices the imports were £2,395,000, a reduction of nearly 27 per cent. In 1914, South Africa was importing butter to a value of £87,000, and this year they have exported butter to a value of £181,000. The total food exports have increased from £392,000 in 1914 to £1,689,000 this half year.

The wool exports show the great change in values since the year 1914. For the first six months of each year the exports were as follows:—

Year.	Quantity. Lbs.	Value. £
1914.. . . .	99,048,000	3,206,000
1916.. . . .	86,200,000	3,555,000
1917.. . . .	57,087,000	3,803,000

These figures show that as compared with 1914, the rise in value is over 18 per cent and a decline in quantity of 42 per cent. The following table shows the comparative value of exports under other important headings in the two half-yearly periods:—

	1917.	1916.
Animals, living.. . . .	£ 18,051	£ 11,561
Coal.. . . .	119,613	144,224
Copper ore.. . . .	522,179	428,641
Feathers, ostrich.. . . .	88,099	317,732
Maize.. . . .	665,119	640,428
Sugar.. . . .	25,771	18,462
Tobacco.. . . .	40,151	55,255

TENDENCY OF TRADE.

The general tendency of trade, both imports and exports, seem to be from new sources of supply and towards new markets. The total foreign import trade has risen since last year from 30 to 35 per cent of the whole. The following tables taken from the South African Customs' returns, bring home at a glance the total value of imports and exports and proportion of total as secured by each country exporting to or importing from South Africa. It is well, however, to submit the fact that Canada's share of imports from South Africa are actually more than this table indicates, as many Canadian purchases of South African exports are made on the English market, which is, of course, given the credit for them.

British South Africa—Imports.

Country of Origin.	1917.	Total: British South Africa.		Proportion of Total. Per cent.
		£	1916.	
United Kingdom.. . . .	8,809,682	51·8	10,977,496	57·0
Canada, Dominion of.. . . .	398,681	2·3	383,158	2·0
India.. . . .	1,045,788	6·2	837,884	4·4
Ceylon.. . . .	73,763	0·4	81,987	0·4
Australia, Commonwealth of.. . . .	582,986	3·4	971,226	5·0
New Zealand, Dominion of.. . . .	1,700	*	8,187	*
Hong Kong.. . . .	3,244	*	6,098	*
Straits Settlements.. . . .	11,066	0·1	7,668	*
Fiji Islands.. . . .	.....	.....	32	*
British East India Islands.. . . .	203	*	68	*
Mauritius.. . . .	35,491	0·2	15,644	0·1
British East Africa.. . . .	26,740	0·2	2,421	*
Egypt.. . . .	1,395	*	2,068	*
South-West Africa Protectorate.. . . .	10,343	0·1	30,140	0·2
Zanzibar.. . . .	22,809	0·1	27,131	0·1
Nyassaland Protectorate.. . . .	534	*	228	*
Northern Rhodesia.. . . .	.....	.....	.....	.....
British West India Islands.. . . .	24,132	0·1	18,076	0·1
South Sea Islands.. . . .	.....	.....	3	*
Other parts of the British Empire.. . . .	5,957	*	42,596	0·2
Total British Empire.. . . .	11,054,534	65·0	13,412,111	69·6
Austria-Hungary.. . . .	313	*	1,285	*
Belgium.. . . .	6,277	*	11,549	0·1
Belgian Congo.. . . .	683,322	4·0	402,043	2·1
Denmark.. . . .	16,020	0·1	46,682	0·2
France.. . . .	179,385	1·1	247,241	1·3
Madagascar.. . . .	7,775	*	30,055	0·2
Other French possessions.. . . .	319	*	723	*
Germany.. . . .	3,453	*	24,409	0·1
German East Africa.. . . .	.....	.....	.....	.....
Greece.. . . .	5,706	*	13,508	0·1
Holland.. . . .	159,912	0·9	257,620	1·3
Dutch East India Islands.. . . .	96,266	0·6	78,079	0·4
Italy.. . . .	95,981	0·6	158,950	0·8
Norway.. . . .	82,836	0·5	140,439	0·7
Portugal.. . . .	24,861	0·1	27,589	0·1
Madeira.. . . .	444	*	1,294	*
Portuguese East Africa.. . . .	85,046	0·5	48,040	0·2
Portuguese West Africa.. . . .	5,340	*	1,186	*
Russia.. . . .	10,880	0·1	35,771	0·2
Spain.. . . .	17,912	0·1	37,493	0·2
Canary Islands.. . . .	186	*	604	*
Sweden.. . . .	291,847	1·7	380,927	2·0
Switzerland.. . . .	107,956	0·6	167,363	0·9
Turkish Empire.. . . .	9,201	0·1	8,497	*
China.. . . .	49,488	0·3	63,232	0·3
Japan.. . . .	341,501	2·0	202,124	1·0
Persia.. . . .	538	*	752	*
Siam.. . . .	53,868	0·3	43,046	0·2
United States.. . . .	3,003,840	17·7	2,833,967	14·7
Philippine Islands.. . . .	182	*	594	*
Argentine Republic.. . . .	37,903	0·2	103,193	0·5
Brazil.. . . .	342,007	2·0	266,450	1·4
Central American States.. . . .	1,162	*	5,990	*
Chile.. . . .	210,363	1·2	188,345	1·0
Cuba.. . . .	7,096	*	11,553	0·1
Peru.. . . .	129	*	79	*
Uruguay.. . . .	991	*	1,200	*
Venezuela.. . . .	3	*	207	*
Other foreign countries.. . . .	5,432	*	4,616	*
Total foreign countries.. . . .	5,945,741	35·0	5,847,697	30·4

* Less than 0·1 per cent.

British South Africa—Exports to British Empire.

Country of Destination.	1917.	Proportion	1916.	Proportion
	£	of Total. Per cent.	£	of Total. Per cent.
United Kingdom.. . . .	8,531,417	61·3	7,285,719	66·6
Canada, Dominion of.. . . .	130	*	2,670	*
India.. . . .	34,112	0·2	14,723	0·1
Aden.. . . .	16,231	0·1	33,578	0·3
Ceylon.. . . .	15,020	0·1	18,151	0·2
Australia, Commonwealth of.. . . .	88,310	0·6	168,501	1·5
New Zealand, Dominion of.. . . .	15,855	0·1	32,847	0·3
Straits Settlements.. . . .	137,021	1·0	98,836	0·9
Ascension.. . . .	122	*	306	*
British East Africa	40,938	0·3	28,847	0·3
South West Africa Protectorate.. . . .	506,263	3·6	446,519	4·1
British West Africa	6,944	*	23,282	0·2
Mauritius	55,126	0·4	50,108	0·5
Northern Rhodesia.. . . .	10,088	0·1	2,835	*
Nyassaland Protectorate	8,722	0·1	6,337	*
Seychelles Islands.. . . .	445	*	25	*
St. Helena.. . . .	5,957	*	2,865	*
Zanzibar.. . . .	11,437	0·1	5,962	*
Egypt.. . . .	303,990	2·2	.....	—
Hong Kong.. . . .	74	*	.....	—
Other British possessions.. . . .	.....	.....	25	*
Total British Empire.. . . .	9,788,202	70·3	8,224,136	75·2

British South Africa—Exports to Foreign Countries.

Country of Destination.	1917.	Proportion	1916.	Proportion
	£	of Total. Per cent.	£	of Total. Per cent.
Belgian Congo.. . . .	308,325	2·2	227,991	2·1
France.. . . .	21,337	0·1	32,753	0·3
Madagascar.. . . .	23,012	0·2	19,334	0·2
Other French possessions.. . . .	13,247	0·1	11,712	0·1
Holland.. . . .	.....	.....	.....	—
Dutch East India Islands.. . . .	449	*	1,360	*
Italy.. . . .	.....	.....	2,849	*
Norway.. . . .	12,173	0·1	9,100	*
Portugal.. . . .	.....	.....	250	*
Portuguese East Africa.. . . .	264,350	1·9	166,159	1·5
Portuguese West Africa.. . . .	10,670	0·1	8,925	*
Madeira.. . . .	.....	.....	.....	—
Russia.. . . .	.....	.....	21,432	0·2
Canary Islands.. . . .	.....	.....	.....	—
Sweden.. . . .	.....	.....	.....	—
Switzerland.. . . .	.....	.....	1,430	*
China.. . . .	478	*	3,527	*
Japan.. . . .	1,041,341	7·5	14,685	0·1
United States.. . . .	2,394,307	17·2	2,157,737	19·7
Argentine Republic.. . . .	4,755	*	12,339	0·1
Brazil.. . . .	15	*	.....	—
Uruguay.. . . .	1,959	*	.....	—
Total foreign countries	4,096,418	29·4	2,691,583	24·6
Grand total exports—				
1917.. . . .	13,923,790	100	.....	—
1916.. . . .	.....	.....	10,936,289	100
Merchandise shipped as stores—				
1917.. . . .	1,251,997	.....	.....	—
1916.. . . .	.....	.....	918,349	—

* Less than 0·1 per cent.

TRINIDAD AND TOBAGO.

REPORT OF COMMERCIAL AGENT.

(Mr. Edgar Tripp.)

PORT-OF-SPAIN, August 21, 1917.

Thanks to the regular steamers of the Royal Mail Company and the Dominion Government which provides the subsidy under which they ply, this colony has never wanted for foodstuffs and especially of flour, of which a continued and ever-increasing supply reaches us. But for these contract steamers we should have been solely dependent on the occasional arrivals of the Direct Trinidad Line from New York, the boats engaged on which, or a part of which, may be taken off at any time. As to exports, a very considerable quantity would still remain on hand but for this same fortnightly opportunity for Canada. So far as Canadian manufacturers other than of foodstuffs are concerned, it would seem that no improvement in trade can be looked for until after the war, but then the opportunity will occur for those who care to embrace it to establish lasting and profitable relations with the large dry goods and other firms here, who are to-day, in many cases, literally panting for supplies.

Meanwhile exports of the principal staples grow apace. The shipments of cacao, as will be seen from the inclosed market report of my firm, exceeded for seven months to July 31, the total exported during any previous twelve months. The sugar crop now harvested also constitutes a record, amounting to 70,891 long tons. Prices have also been good, and employment steady at increased pay, so that on the whole the colony is better off notwithstanding the war than for many years past. The merchants realized this. They had already subscribed with patriotic liberality to the various war funds, but they felt that something further should be done by those who could afford it, in proportion to their means, and at their suggestion the Government imposed a special war tax in the form of a contribution on a sliding scale upon all incomes of £500 or over. The payment of this tax has been most cheerfully made, the result being about £100,000 collected by the Treasury.

In the market report to which I refer, I would draw special attention to the cane farming and sugar crop returns. From these it will be noted that 12,055 East Indian and 8,984 West Indian farmers are engaged in the industry, producing 384,650 tons cane, exceeding for the first time the quantity grown on the estates proper, and that over one million dollars was paid in respect of these canes.

The Yellow Book of Trinidad, with revenue and expenditure detailed from 1913 to 1916, shows a revenue for 1916 of £1,064,596, against £782,437 in 1915, and an expenditure of £1,018,135 against £748,589 during similar periods.

Trinidad's island ward, Tobago, continues on the up grade, having made very distinct progress commercially and agriculturally within the past few years. People from over the water are beginning to find out the neglected possibilities of Robinson Crusoe's island, as the residents firmly believe it to be. Practical evidence of prosperity are shown by the export figures, which in 1896 were £10,340, and in 1916, £90,717.

Very heavy rains, the heaviest and most continuous for many years, have fallen during July and to this date in August, giving the country the thorough soaking which it has been wanting for some time. All cultivation is luxuriant, and prospects are excellent.

TRINIDAD PRODUCE REPORT AND STATISTICS.

Sugar.—Although shipments to date exceed those of 1916, a considerable quantity awaits freight room. It is not forbidden to mention the total quantity of any description of produce exported, but the destination of particular proportions may not now be published. Hence the absence from this report of the usual particulars. As will be seen by the crop and cane farming returns at foot, the total output for 1917 is 70,891 tons, constituting a record of which about 45,000 tons has already been shipped.

The present weather is most favourable for the young canes and ratoons, and provided nothing unforeseen happens, it looks as if next year's crop will at any rate equal that which has just been harvested.

Local value has ruled much the same as in June, and closes for No. 1, 5 cents; and 4 cents to 4½ cents for Nos. 2 and 3, respectively.

Cacao.—The shipments for the month, viz.: 8,689,835 pounds, brings the total for seven months to 63,759,928 pounds, being in excess of the exports of any previous completed twelve months, the highest of which was in 1914, with a total for the year of 63,447,886 pounds. Notwithstanding the quantity shipped, the actual receipts for July were small, the large quantity named as exported being made up of stocks which had been stored for some time waiting opportunity for removal, fortunately found at last by a direct steamer which relieved the congestion to the welcome extent of over 40,000 bags. After the sailing of the steamer in question, the market declined steadily, until \$11 was reached for ordinary. Owing, however, to scant receipts, prices hardened somewhat, closing at \$11 to \$11.25 for ordinary, and \$11.25 to \$11.35 for estates.

Venezuelan has been scarce, said to be due to the quantity taken direct to France by the French steamers, affording shippers better prospect of good returns than by selling to the middleman in Trinidad. Such small lots as have changed hands realized from \$12.75 to \$13 per fanega as in quality.

Cocoanuts.—Recent sales have been made at \$26, and \$15, on the beach. No further contracts have been concluded, planters apparently being better satisfied to accept market rates at times of disposing of this product, especially as the alternative of making copra has offered special attraction of late from the point of view of financial results.

Copra.—Continues in steady demand as indicated by increased quantity shipped. It may be quoted to-day at 7¼ cents.

Rubber.—Small lots continue to go forward, but the total when compared with other items of export, is negligible.

Asphalt.—Shipments aggregating nearly 10,000 tons, brought the total to date 53,056 tons against 47,208 tons in 1916, which is certainly satisfactory. No industry in the world gives a fairer proportionate revenue collected with such consummate ease, and Trinidad is a specially favoured colony to enjoy it.

Oil.—The export recorded, whether faithfully or not—one never can tell in these warlike days—shows a falling off, but is still satisfactory seeing that the industry if not in its infancy, is still in early childhood.

Cacao.

Shipments of Trinidad cacao during month of January 1, to July 31, 1917:—

	Lbs.
January 1 to July 31..	63,759,928
To same date, 1916..	44,017,362
" " 1915..	42,877,872
" " 1914..	57,606,311
" " 1913..	41,194,685
" " 1912..	37,412,876
" " 1911..	38,637,754
" " 1910..	43,026,466
" " 1909..	37,849,833
" " 1908..	32,953,086

London quotations for ordinary:—

July 2, per cwt..	85s.	to 86s.
" 31, "	85s.	86s.
At same date, 1916.. . . .	85s.	81s.
" " 1915.. . . .	79s.	82s.
" " 1914.. . . .	58s.	57s.
" " 1913.. . . .	73s.	71s.
" " 1912.. . . .	69s.	72s.
" " 1911.. . . .	57s.	58s.
" " 1910.. . . .	55s.	
" " 1909.. . . .	56s. 6d.	54s.

New York quotations:—

July 1, per lb..	12c.	to 12½c.
" 31, "	12c.	12½c.
To same date, 1916.. . . .	14c.	15¼c.

Cocoanuts.

	Nuts.
Shipped from January 1 to July 31.. . . .	8,184,522
To same date, 1916.. . . .	8,772,960
" " 1915.. . . .	6,391,994
" " 1914.. . . .	10,117,652
" " 1913.. . . .	7,697,827
" " 1912.. . . .	9,101,123

Copra.

	Lbs.
Shipped from January 1 to July 31.. . . .	3,995,415
To same date, 1916.. . . .	1,863,781
" " 1915.. . . .	2,742,648
" " 1914.. . . .	830,346
" " 1913.. . . .	789,318
" " 1912.. . . .	1,971,012

Rubber.

	Lbs.
Shipped from January 1 to July 31.. . . .	10,076
To same date, 1916.. . . .	3,863
" " 1915.. . . .	810
" " 1914.. . . .	3,785
" " 1913.. . . .	1,505
" " 1912.. . . .	2,076

Sugar.

London quotations for Demerara crystals:—

	s.	d.	Spot.
July 1, per cwt..	46	9	
At same date, 1916.. . . .	40	1½	43 1½
" " 1915.. . . .	24	0	27 6
" " 1914.. . . .	12	3	14 0
" " 1913.. . . .	14	0	14 9
" " 1912.. . . .	16	5	17 9
" " 1911.. . . .	15	0	17 0
" " 1910.. . . .	17	9	18 9
" " 1909.. . . .	14	6	15 3

New York quotations, crystals:

July 2.	per 100 lbs.	6.20—6.52
" 3.	"	6.27
" 5.	"	6.20—6.52
" 6.	"	6.27
" 7.	"	6.20—6.40
" 16.	"	6.30
" 17.	"	6.39
" 18.	"	6.58
" 19.	"	6.52—6.64
" 23.	"	6.58
" 25.	"	6.52—6.54
" 26.	"	6.52—6.64
" 27.	"	6.77—6.82
" 31.	"	6.95—7.02
To same date, 1916.	"	6.40—6.14

Cane Farming and Sugar Crop Returns, 1917.

Estate.	Total Sugar Made. Tons.	Tons of Sugar made from Estate Canes.	Tons of Estate Canes Ground.	Tons of Canes Purchased	Amount Paid for Canes.	No. of Farmers.	
						East Indian.	West Indian.
					\$		
Brechin Castle	4,250	3,348	35,621	10,006	26,344	381	364
Bronte	3,975	2,172	23,017	20,056	55,269	584	153
Caroni	7,434	33,440	39,562	46,911	141,188	1,452	852
Cedar Grove	75	75	1,250				
Craignish	1,096	409	34,500	9,617	26,119	282	223
Esperanza	1,966	1,208	14,496	11,366	29,990	250	180
Forres Park	1,886	861	9,475	13,394	35,360	522	176
Golden Grove	500	60	31,000	37,000	24,500	75	135
Hindustan	1,198	264	3,163	9,290	24,525	197	615
La Florissante ⁴							
Mon Desir	197	290	31,400	1,555	4,097	310	315
Malgretoute	52,681			27,528	72,912	1,089	803
Reform	1,090	285	3,448	10,325	27,210	3500	3400
Tacarigua Factory	4,303	1,582	18,603	32,260	99,292	816	928
Tennants' Southern Group	4,692	3,341	31,512	12,761	33,689	500	398
Usine St. Madeleine	21,857	13,294	126,035	81,893	214,814	4,293	1,969
Waterloo	9,50	3,863	44,568	61,994	193,421	340	1,280
Woodford Lodge	34,195	1,810	21,349	28,694	85,040	764	493
	70,891	36,102	348,999	384,650	1,093,770	12,055	8,984
Return for 1916	64,231	35,653	426,106	363,775	\$1,008,665	11,014	8,212
" " 1915	58,822	34,376	426,262	325,071	869,790	9,202	7,078
" " 1914	55,488	35,690	497,797	201,799	486,630	7,450	5,253
" " 1913	42,331	31,095	346,912	136,724	330,364	6,942	5,513
" " 1912	40,936	27,856	315,762	151,697	358,428	6,983	6,042
" " 1911	46,718	32,539	366,599	165,720	357,560	6,621	6,391
" " 1910	51,950	37,446	454,530	176,447	412,658	6,443	5,820
" " 1909	52,972	39,553	451,801	154,603	337,817	6,077	5,324
" " 1908	48,933	36,340	380,334	139,422	303,631	5,922	5,619
" " 1907	50,564	35,597	393,577	169,709	340,527	6,557	5,777
" " 1906	62,975	39,735	37,912	237,844	469,122	6,127	5,446
" " 1905	38,240		244,418	144,868	482,053	5,424	5,462
" " 1904	50,744	1,669	385,015	171,947	360,046	4,646	4,685
" " 1903	47,778	1,783	337,632	166,590	348,445	4,443	4,440
" " 1902	57,334	4,379	337,911	184,867	327,183	4,506	4,850
" " 1901	60,880	3,652	334,003	169,918	369,482	3,819	4,737
" " 1900	46,277	1,286	364,355	105,996	227,865	2,826	3,591
" " 1899	58,837	1,571	426,306	106,741	219,011	2,826	3,870
" " 1898	58,104			105,753	202,961	2,326	3,824

¹ From Collens' Year Book.² 3,576 4 tons crystals. 619 tons syrups, estimated.³ Estimated.⁴ 3,275 tons canes sold to Caroni factory.⁵ 8,524 16 tons of Estate canes were ground at U.S.M. (equal to say 899 17 tons of sugar) and are included in U.S.M. figures.⁶ Sugar made from Estate canes not weighed.

PRELIMINARY STATEMENT OF THE TRADE OF CANADA FOR SEPTEMBER.

Prepared by *Trade Statistics Branch, Department of Trade and Commerce, Ottawa.*

One Month, Six Months and Twelve Months ending September, 1915, 1916 and 1917.

	Month of September.			Six Months ending September.			Twelve Months ending September.		
	1915.	1916.	1917.	1915.	1916.	1917.	1915.	1916.	1917.
IMPORTS FOR CONSUMPTION.									
Dutiable goods.....	\$ 22,277,722	\$ 37,952,740	\$ 43,651,770	\$ 124,262,944	\$ 216,584,807	\$ 299,089,018	\$ 245,395,816	\$ 381,654,592	\$ 544,212,417
Free goods.....	15,750,434	30,813,522	32,241,594	89,236,955	174,380,436	250,836,205	171,787,367	303,594,113	460,078,466
Total imports (mdse.).....	38,028,156	68,766,262	75,893,364	213,499,899	390,965,243	549,925,223	417,183,183	685,248,705	1,004,290,883
*Coin and bullion.....	597,378	575,686	2,182,508	3,842,177	20,190,318	8,158,893	107,185,428	50,408,843	16,049,695
Total imports.....	38,625,534	69,344,948	78,075,872	217,342,076	411,155,561	558,084,116	524,368,611	735,857,048	1,020,340,578
Duty collected.....	7,904,995	11,942,791	12,581,720	44,421,030	70,102,851	88,281,617	80,747,433	129,610,574	165,801,996
EXPORTS.									
Canadian Produce—									
The mine.....	5,600,416	6,981,919	6,963,522	30,096,530	40,943,415	37,924,760	55,428,149	77,436,746	80,598,252
The fisheries.....	2,750,213	2,366,727	3,156,011	9,483,073	10,829,868	10,433,771	21,362,398	23,274,772	24,993,156
The forest.....	6,527,625	5,475,740	5,223,549	28,572,001	31,253,351	28,353,896	47,241,070	53,952,950	52,980,554
Animal produce.....	10,188,424	12,133,712	20,102,625	44,933,830	53,382,886	83,002,705	86,179,377	111,381,332	157,415,287
Agricultural products.....	11,139,935	25,164,034	20,657,937	59,346,983	206,141,326	260,654,960	136,573,766	396,453,537	427,927,335
Manufactures.....	9,244,974	37,801,177	56,243,863	71,476,819	190,823,240	345,960,399	125,099,041	361,381,419	632,536,885
Miscellaneous.....	678,048	311,872	273,955	2,532,912	3,817,228	2,551,231	3,035,284	8,107,248	5,057,557
Total Canadian produce.....	46,129,735	90,285,181	112,621,462	246,392,148	536,721,514	766,863,722	474,937,085	1,031,940,004	1,381,517,976
Foreign produce.....	7,586,147	1,986,218	2,855,585	26,984,934	10,281,149	20,635,964	43,045,155	20,985,647	38,190,147
Total exports (mdse.).....	53,715,882	92,271,399	115,477,047	273,377,082	547,002,663	787,499,686	517,982,240	1,052,925,651	1,419,708,123
*Coin and bullion.....	144,282	151,604	250,598	68,721,585	190,701,188	2,198,134	94,628,533	225,552,035	8,043,994
Total exports.....	53,860,164	92,423,003	115,727,645	342,098,667	373,703,851	789,697,820	612,610,773	1,278,477,686	1,427,752,117
AGGREGATE TRADE.									
Merchandise.....	91,744,038	161,037,661	191,370,411	486,876,981	937,967,906	1,337,424,909	935,165,423	1,738,174,556	2,423,999,006
Coin and bullion.....	741,660	736,290	2,433,106	72,563,762	210,891,906	10,357,027	201,813,961	276,100,378	24,093,680
Total trade.....	92,485,698	161,767,951	193,803,517	559,440,743	1,148,859,412	1,347,781,936	1,136,979,384	2,014,334,734	2,448,092,686

* NOTE.—It will be noted that the figures relating to the imports and exports of coin and bullion for the twelve months ending September, were: imports, 1915, \$107,185,428; 1916, \$50,608,343; 1917, \$16,049,695; and exports, 1915, \$94,628,533; 1916, \$225,552,035; 1917, \$8,043,994. Although it has been customary to include these figures in trade returns, the total trade figures are seriously disturbed by them in this instance and they should not be taken as an indication of the trade of Canada.

UNITED KINGDOM FRUIT EMBARGO.

Mr. J. Forsyth Smith, Canadian Trade Commissioner, Liverpool, under date of September 27, 1917, writes as follows:—

“There are no developments of importance in connection with the embargo on trans-Atlantic apples. The fruit trade of the United Kingdom has been conducting an agitation with the view of impressing their view of the situation on the authorities, but so far, without success. In the case put forward by the trade, they emphasize the fact that apples are light freight, that they are promptly available at loading ports, that they stow well, are easily handled and quickly removed from wharves after discharge, and that the demand that they make upon transportation facilities is, therefore, negligible, as compared with the great benefit they bring to the community. They make it clear that their aim is not to obtain shipments of apples to the detriment of other essentials, but ask to be allowed to bring in this fruit, whenever space is available. They claim the support of seven of the leading steamship companies carrying apples for the view that such space can be found if the concession asked for is granted. It is also pointed out that the very concessions asked for have been granted in the case of timber, which, they contend, is no more essential to the community than apples.

“The argument for concession is strengthened by the fact that, while there has been a fair crop of English early apples, the crop of late varieties is very short, and that there will be practically none available by the winter time, unless importations from abroad are allowed.

“All restrictions have recently been removed on the importation of fruit from France. The quantities of apples available from this source, however, are negligible.

DOCK AND WAREHOUSE RATES INCREASED.

“The Mersey Dock and Harbour Board have announced that, in view of the increases in the cost of labour and material and in the interest on borrowed capital, an increase of 15 per cent will be made on all rates and charges on goods dealt with at the Board's warehouses, dating from September 15, 1917, and an increase of 20 per cent on tonnage rates and dock dues, dating from November, 1917.”

SOUTH AFRICAN CONTROL OF IMPORTS.

Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, in his report of August 25, 1917, writes as follows:—

Several notices have appeared in the South African Government *Gazette* in regard to control of imports from the United States and Canada. One of these notices made the definite statement that “no shipping will be available” in future for a specified list of commodities.

This notice naturally created a great deal of concern, as many thought that some co-operation was arranged which would have placed an export embargo on the same list of articles from both the United States and Canada. An official notice has now been published by the South African Controller of Imports who explains that the scope of the former notices is restrictive, not prohibitory. As a matter of fact there

is no prohibition against any imports to South Africa but there is restriction on certain classes of goods, and the prospect of obtaining shipments except under priority certificates is exceedingly remote.

The practice followed in regard to imports from the United States and Canada, under the system instituted by the Controller of Shipping in England, is that applications must be submitted to the Controller of Imports in South Africa, stating (a) the class of article to be imported, (b) whether for war purposes to the Government or other order or from stock, (c) the name of shippers, (d) the tonnage required per month or otherwise, and (e) whether the articles concerned are actually manufactured and ready for shipment or on order. The Controller of imports here fixes priority and cables at the expense of the importer to the Controller of Shipping in England, giving details. The Controller then arranges shipping at United States and Canadian ports of export, according to their priority.

The following is the official communication in regard to shipping space for exports and imports from North America and imports from India. This notice was published on Saturday, August 18:—

“With reference to recent Government notices published on the above subjects, viz., Government notices Nos. 771, 772, and 940, published in the *Union Gazette* of June 15 and July 13, respectively, the attention of importers and exporters is drawn to the fact that as the result of heavy demands being made on shipping by the Allied Powers and the importance of securing adequate shipping space to meet the reasonable requirements of the Union, it was necessary to ascertain for the information of the Shipping Controller the total tonnage required to meet the urgent demands of the Union trade.

The notices were published to obtain the necessary information to enable the Controller of Imports for the Union to inform the Controller of Shipping in England of the total tonnage required under various headings, and also to indicate the degree of priority which should be given to various requirements specified. The requirements for shipping space are therefore classified under the headings of: (a) Vital needs for which first priority of shipping is recommended; (b) less essential for which second priority of shipping is recommended, and (c) ordinary importations, for which third priority of shipping is recommended.

With regard to imports from North American ports, which include the United States and Canada, attention is drawn to Government notices Nos. 907 and 1,069 published in the *Union Gazette* of the 13th ultimo and the 13th instant, respectively, also to any amendments which may be made thereto. These notices contain a list of articles for which recommendations for shipping space cannot be made.

With regard to exports to North America, it will be noted from Government notice No. 854, published in the *Union Gazette* of June 29, 1917, that exporters requiring shipping space are not exempted from obtaining permits for the exportation of the classes of goods mentioned in Proclamation No. 18 of 1917 and subsequent amending proclamations. Where it is considered by the Controller of Imports that requirements fall under the first and second priority mentioned the department is prepared to cable particulars for the information of the Controller of Shipping in those cases where applicants undertake to refund the cost.

The cables are despatched at intervals generally of a few days, according to circumstances, and include the requirements of all applications ready to be dealt with. The cost is divided pro rata between the applicants concerned. In order to reduce the cost of cabling as far as possible, applicants should, where possible, group their requirements under specific headings or classes. It would also facilitate the work of the department if applicants would state when submitting their applications, whether they are prepared to refund their pro rata share of the cost of any cable in which their requirements may be included.

Where applicants' requirements are classed under third priority, they are included in separate schedules, which are despatched by mail at intervals generally of a week or two, to the Controller of Shipping through the High Commissioner in London.

POTATO FARINA.

Mr. J. Forsyth Smith, Canadian Trade Commissioner in Liverpool, England, writes under date of September 7 regarding potato farina:—

“Consumption in the United Kingdom.—The annual consumption in the United Kingdom before the war, was from 40,000 to 45,000 tons, practically all of which came from Germany and Holland. In normal times Scotland uses 2,000 to 3,000 tons annually.

“Prices.—One firm writes: ‘The price of superior Dutch farina when the war broke out was about 10s. per cwt. ex store here. To-day, the price of first quality Japanese farina is 45s. ex store, while the forward quotation is 41s. 6d. per cwt. c.i.f. Liverpool or London.’ Another firm states: ‘In August, 1915, we paid £18 per ton, net, c.i.f. London, or £19 per ton net, c.i.f. Glasgow, for Japanese farina. In April, 1917, we purchased some for May-July shipment at £46 10s. per ton, net, c.i.f. London. In September, 1913, superior Dutch farina was selling for £11 7s. 6d. f.o.b. Rotterdam. None is now being offered, but the last price we heard was in the region of £60 per ton.’

“Potato starch, farina or flour.—These terms are used interchangeably by the trade.

“Special potato for farina.—No information obtainable. Firms consulted do not think there is much in the contention.

“Japanese farina.—The quality of Japanese farina is excellent both in regard to body and colour. It is freely accepted by the trade and has a grip of the market that will make competition difficult.

“Canadian farina prospects.—‘We feel sure, if quality and price were right, that Canada could secure a big trade. The quality, however, must be good. Some samples of Canadian farina we have seen were of very poor quality and would never do for this market.’”

Under date of the 28th September Mr. J. Forsyth Smith writes:—

“In further reference to the request from the Department for information as to the market for potato farina, I beg to submit notes from letters just received from Belfast and Dundee:—

“Messrs. Munster, Simms & Co., Ltd., 3 Albert Square, Belfast, state that the total consumption on the Irish market is probably less than 1,500 tons per annum. It is used in Ireland, principally, for sizing linens. Other materials are also used, such as sago flour, wheat flour, wheat starch and corn starch, according to the class of goods to be sized and the judgment of the buyer. They do not know of the use of a special potato for making farina. They will be interested in hearing from Canadian exporters.

“Messrs. Watson & Philip, Produce Brokers, Dundee, state the maize starch from America is extensively replacing potato farina in Dundee textile manufacturing. Japan has supplied considerable quantities of excellent quality farina, about equal to the highest grade of German, and, lately, has provided a secondary quality made from sweet potatoes. The terms farina, potato starch and potato flour are used interchangeably. This firm are the largest dealers in this commodity in Dundee and express their readiness to enter into correspondence with any maker in Canada.

"The Secretary, Dundee Chamber of Commerce, who has been instrumental in putting me in touch with direct importers, writes that in consequence of the large number of jute and flax mills in the Dundee district, it provides one of the largest outlets for starching material in Great Britain.

"Messrs. Thos. McMullan & Co., Belfast, write that large quantities of farina are used in that district. They think no special potato is used in making this product and confirm other testimony that the terms 'potato flour' and 'potato farina' are used interchangeably. They are direct importers and interested in receiving offers from Canada."

WHEAT AND FLOUR ARRANGEMENTS WITH ARGENTINA CANCELLED.

Mr. B. S. Webb, Acting Canadian Trade Commissioner in Buenos Aires, Argentine Republic, writes as follows under date of September 7:—

"In further reference to the prohibition of export of wheat decree of March 28, and license to export 200,000 tons granted to the British Government representative, subject to the condition that an equivalent amount be returned to this country from Canada or Australia, I have now to inform you that the Argentine Minister of Agriculture, in an interview with Sir Reginald Tower yesterday agreed to cancel the obligation for the restitution to this country of an equivalent quantity. Of the 200,000 tons arranged for only 100,000 tons have been shipped. The peculiar arrangement entered into has therefore now terminated."

CANADIAN FIRMS WITH AGENTS IN NEW ZEALAND.

In his report of September 11, 1917, Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, writes:—

"If Canadian firms having agents in New Zealand will kindly notify this office of their names and addresses, it would save delay and unnecessary correspondence. It is usual to hand the names of leading firms to people here who desire to do business and they often ask for an agency which cannot be given. The information would be regarded generally as confidential, but those who asked whether they could secure such an agency could be informed that it was available or not as the case might be."

A LAWN MOWER POPULAR IN AUSTRALIA.

(*British Export Gazette*).

A popular type of American mower which sells well on the Australian market has a cylinder with 4 blades, driving wheel 8 inches, cylinder diameter $5\frac{1}{2}$ inches, single pinioned and geared on both sides. This machine is made in 12 to 18 inches. There are many other types, of course, but this is a cheap mower which always commands a good sale. Another machine made in 14, 16, 18, and 20 inches has a cylinder with 5 blades, driving wheel 10 inches, cylinder diameter $6\frac{1}{2}$ inches, single pinion and geared on both sides. It may have plain or ball bearings, but the latter are preferred. Experts say that nearly 70 per cent of the imports consist of this type, so it is obviously one to which manufacturers should give more than ordinary attention.

THE ARGENTINE'S TOY TRADE.

NOVELTIES THAT HAVE REPLACED GERMAN SPECIALTIES.

(The British Export Gazette).

The Argentine is a particularly good market for toys, the consumption per capita being perhaps higher than for any other country of the world, not even excepting the United Kingdom and the United States. Practically the whole of the supplies were obtained before the war from Germany, the volume coming from that country in 1913 being no less than 1,654 tons. The Argentine now draws its supplies from other sources; and a buyer for a large Buenos Aires house, importing toys to upwards of £20,000 annually, recently provided some details of the classes of toys from the various countries which have filled Germany's place in the market. Great Britain, which is now exporting toys to all parts of the world at the rate of upwards of £40,000 monthly, appears to send to the Argentine only a few scientific toys such as locomotives, electrical articles and small luxurious carts such as those recently exhibited at the British Industries Fair. Small English motor cars with accumulators and carrying a child passenger, have also a vogue in this market. The republic draws from the United States hand-power vehicles, combining play with healthful physical exercise. French toys are very popular, especially those made by disabled French soldiers, and consisting largely of caricatures of notable personages. Swiss mechanical toys and small chalets containing musical boxes have a ready sale, as have also Spanish papier-maché soldiers, replacing the German lead variety. Spain contributes small mail coaches and four-in-hands, the latter with well-modelled horses. Japan is chiefly represented by cheap cloth dolls. It is to be noted that the Argentine has itself begun to develop a toy industry, the local production, chiefly in regard to bulky articles on which freight is high, amounting to 25 per cent of the total sales. From the foregoing it will be noticed that the preference in the Argentine for imported toys is for those of a mechanical nature, and this applies to novelties for both boys and girls. Firms, therefore, who are specializing in the toy industry will not fail to note this tendency, especially in view of the time when the present irksome manufacturing and shipping restrictions are removed.

PROVISION PRICES IN GREAT BRITAIN FOR AUGUST.

The following summary for the month of August of provision prices in Great Britain, published by the Board of Agriculture and Fisheries, has been forwarded by Mr. Harrison Watson, Canadian Trade Commissioner, London:—

Butter generally made more money in August, British advancing 21s., Irish 14s., Australian 13s. 6d., New Zealand 7s. 6d., and Argentine 12s. per cwt. British eggs were dearer by 2s. 1d., and Irish by 9d. per 120, but quotations for Danish were no higher than in July. Cheese showed little change in price, but bacon and hams made more money all round, Irish bacon advancing 9s. 6d., Canadian 19s., Danish 21s., and American 12s. 6d. per cwt., while English hams were dearer by 2s., Irish 17s. 6d., American 7s., and Canadian 11s. per cwt. As compared with August, 1916, the advance in British butter amounted to 48s., Irish 38s. 6d., Australian 45s., New Zealand 29s. 6d., and Argentine 37s. per cwt. British eggs 6s. 8d., Irish 6s. 1d., and Danish 3s. 11d. per 120. Cheddar cheese 29s. per cwt., Cheshire 42s. per 120 pounds, and Canadian 33s. 6d.

per cwt. Irish bacon 37s., Canadian 39s., Danish 36s., and American 49s. per cwt. English hams 28s., Irish 24s., American 35s. 6d., and Canadian 34s. 6d. per cwt. As compared with the average for August, 1911-13, British butter advanced 97s., Irish and Australian 94s. per cwt., British eggs 13s. 3d., Irish 13s. 10d., and Danish 13s. 8d. per 120. Cheddar cheese 60s. per cwt., Cheshire 76s. 6d. per 120 pounds, and Canadian 65s. 6d. per cwt. Irish bacon 80s. 6d., Canadian 77s., Danish 79s., and American 76s. per cwt. English hams 74s. 6d., Irish 62s. 6d., American 60s. 6d., and Canadian 56s. per cwt.

To the above summary Mr. Watson appends the following information under date of September 21:—

"Butter seems to be particularly scarce at the present time and the Food Controller announces this morning an increase of 2s. a dozen pounds on French fresh rolls, i.e., from 24s. to 26s. ex port, while the price for French Paris (unsalted) is raised from 220s. to 238s. per 112 pounds ex port, both to take effect from the 24th September.

"Simultaneously it is announced that the maximum price on British-made Cheddar cheese, now fixed at 132s. per cwt., will be 137s. per cwt. during October and 142s. per cwt. after the 1st November, other varieties of British-made cheeses advancing proportionately."

THE TRADE OF BRAZIL AS AN ALLY.

WITH THE ENTRANCE OF BRAZIL INTO THE WAR, NEARLY £12,000,000 OF ENEMY TRADE HAS BEEN MADE AVAILABLE FOR ALLIED COUNTRIES.

(*British Export Gazette.*)

(The first instalment of this article was published on page 335 of *Weekly Bulletin* No. 707.)

Subjoined is the concluding portion of the article of which the first part appeared in the last issue of the *British Export Gazette*, on the trade and commerce of the Entente's most important Ally in South America. The subjects there covered related to the extent of Brazil's import and export trade, with England's and Germany's share compared, in the period before the war, and the remarkable way in which the planting industries of the Republic are progressing. We now print further notes on the commercial aspect of Brazil's town life, her growing ports, her manufacturing industries, and the care which should be exercised in prosecuting business with the Republic.

Fine Cities and Splendid Ports.

It would be misleading to suggest that Brazil's energies are wholly absorbed by agriculture and mining. In regard to the latter, it is interesting to note the optimistic anticipations in the recent Presidential message to Congress as to the development of the coal fields of the Republic, and the hopefulness also in respect of the iron deposits. With a population of 26,000,000, town life, accompanied by well-established manufacturing activities, is an important factor in the country. Rio de Janeiro, its magnificent capital, takes high rank among the world's cities with a population of little under a million. Its principal thoroughfares give place to none as examples of municipal enterprise, architectural skill, and general *ensemble*. This city alone is, therefore, a valuable buyer of all classes of building materials, and is constantly in the market for contracts for the equipment of municipal undertakings, while its well equipped stores are always filled with the latest novelties that the world produces. Nowhere, indeed, are merchants and importers more keen to be up to date than in

Rio. Other cities of Brazil, such, for example, as Sao Paulo, Para, Pernambuco, and Bahia, follow in the wake of the capital. Moreover, Rio, Para, Pernambuco, Bahia, and Santos are among the most enterprising and well-equipped ports in the whole of South America, and new equipment in order to bring them thoroughly up to date is almost always in requisition in normal times.

The Demand for British Industrial Plant.

As for Brazil's manufacturing industries, there are upwards of 2,500 establishments scattered throughout the Republic, many of them engaged in supplying the same classes of goods as are imported. These factories have a capital investment of nearly £50,000,000, of which one-third is absorbed by cotton mills. Brazil's cotton industry has been a huge success, the output in normal times being not far short of 350,000,000 yards yearly. So high is the quality of the cottons produced that only British goods have been able to compete with them, and the rubbish Germany was wont to put upon foreign markets long ago ceased to find an outlet in Brazil. It is also satisfactory to note that most of the machinery for the cotton mills is of English make, and this is equally the case in regard to the other manufacturing industries of the Republic, as, for example, lard refining, oil pressing, soap and candle, furniture and clothing factories which have been set up in various parts of the country. Brazil's industrialism is, indeed, a source of considerable value to British trade. It is only in agriculture that the preponderance of the machinery and plant employed is obtained from the United States.

A Market Needing Careful Wooing.

Expanding exports find their natural corollary in increased imports. For the time being there is a section of Brazil's import trade valued, as we have stated, at nearly £12,000,000 annually, which Germany has recklessly thrown away, and which must be made good from other sources; but Brazil's capacity for purchasing oversea goods in the future is not to be measured by the gauge of its present capabilities in that direction. It is still a country whose principal need is capital to develop its natural resources, and with such capital forthcoming, as it undoubtedly will be after the war, the potentialities of the market for goods of all descriptions will be illimitable, and the opportunities for the exploitation of the Republic's requirements by British firms increasingly valuable. But Brazil, like the rest of the South American States, and, indeed, every other market in the world to a greater or less degree, demands special attention from all who desire to do business with it. It would seem superfluous here to state that it is not of the slightest use sending catalogues, circulars, or similar matter printed in the English language to Brazilian importing houses. Yet it is still practised, while even more frequent is the not less indefensible habit of posting printed matter and even correspondence in the Spanish language. Both English and Spanish catalogues go at once into the waste-paper basket of a country so proud of its Portuguese heritage and associations as Brazil, and probably, with the exception of commercial journals, which are generally read for their advertisements, all printed matter in any other language than Portuguese sent thither is so much lost paper, printing and postage.

Getting Business in Brazil.

Firms who can send their own representatives, men knowing the language, acquainted with Portuguese conventionalities, and well up in the technicalities of the lines in which they are interested, would be well repaid for their trouble. Failing the ability to do this, manufacturers should make a point of only employing local agents who should be able to converse easily in Portuguese, and who are conversant with the actual requirements of the market. Any of our subscribers can be furnished with a selected list of such agents if a stamped envelope is sent to the Agency Department,

the *British Export Gazette*, 76 Finsbury Pavement, London, E.C. 2. Long credits are a *sine qua non*, and unless these are accorded it is useless to expect to do business, for they are the basis upon which all the trade of the Republic is transacted, and are an integral part of its economic system. Moreover, they were unquestionably encouraged by German firms, and are consequently expected of British firms by Brazilian importers. Another point to be well remembered in any efforts that are made to get business in this market is that special attention needs to be paid to the courtesies of correspondence or personal solicitation, as the case may be. The business men of Brazil, like those of any other country where the race boasts Latin affinities, lay particular emphasis on the use of polite expressions in their correspondence and on the mingling of social and business intercourse, and they look for reciprocation in these matters from those who seek their custom. A blunt statement of terms which might be accepted as all that is to be desired as a business-like mode of expression in England, and very likely serving as a guarantee of status in addition, would only antagonize a merchant in Brazil. An invitation to dine in the bosom of a prospective customer's family would not improbably be looked upon with suspicion in England; in Brazil it would be the best of all introductions to a good deal.

Three Points for Successful Trading.

The conditions, then, on which successful business with Brazil depends are principally (1) a thorough knowledge of the market, its people, their language, their social habits and business methods; (2) an equally thorough knowledge of their requirements, by which is meant what they actually ask for down to small details, and not what may be regarded as suitable or good enough for them; and (3) the recognition that while, as a rule, staples command cash, goods that are not staples are imported on terms which range up to six months and even longer. The risk is not greater than in other markets, the merchants as a rule submitting references voluntarily. It is true that a year or two before the war Brazil went through an anxious period of financial crisis, but the firms that survived it are those in whom the best confidence can be placed to-day, and the lesson for the country as a whole was a salutary one. It is satisfactory to know that Great Britain's interests in the market are not being neglected. A British Chamber of Commerce has been incorporated for the promotion and protection of United Kingdom trade in Brazil with registered offices in London, most of the subscribers, however, being residents of Rio de Janeiro. The future is full of promise alike in regard to industrial development, Government reproductive undertakings, particularly railways, municipal enterprise, and general commerce; and never will Great Britain have a better opportunity of obtaining for itself through commercial channels a better return on the capital invested or yet to be invested than in the years immediately following the European war. To be successful in this means to begin adequate preparations forthwith.

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended October 5, 1917, has been furnished by Mr. Enrique R. Margarite, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation—

October 3, ss. *Canto*, 50 drums, New York.

The demand for fish in drums has not fallen off and in consequence the market has been rather active this week, but the same prices are in evidence due to the fact

that there are several holders willing to get rid of their supplies on account of the present warm and rainy weather. We quote codfish at $11\frac{1}{2}$ cents per pound, haddock at 11 and hake at $10\frac{1}{2}$ cents.

CODFISH IN CASES.

Importation—

September 28, ss. *Mexico*, 100 cases from New York.
 October 3, ss. *Chalmette*, 400 cases from New Orleans.
 " 3, ss. *Tivives*, 382 cases from New York.
 " 3, ss. *Caulo*, 50 cases from New York.
 " 3, ss. *Herdia*, 400 cases from New Orleans.

The market for codfish in cases has been extremely quiet and the only sales effected are codfish from Alaska just because buyers are covering their present needs only with this fish as it is well dried and offers more guarantee to keep in good condition during the present rainy days. We quote at \$17 to \$19 per case for that from United States and Canada.

HERRINGS.

There is no supply available of smoked bloomers and we can only quote \$1.75 per large box as a nominal price.

GOUDA CHEESE.

The situation for Gouda cheese remains unchanged, as the sort from the United States is the only one available and its price has continued at 30 to 45 cents per pound.

POTATOES.

Importation—

21,928 barrels from New York.
 6,629 bags from New York.

In spite of these heavy arrivals, very little change is noted on the market for potatoes and we continue quoting at \$6 to \$6.50 per barrel and at 4 cents per pound, for those packed in bags.

EXCHANGES.

New York s/d. $\frac{1}{4}$ per cent premium.
 London, s/d. at \$4.77 $\frac{3}{4}$ per £.

NEW BOX AND PAIL FACTORY IN CANADA.

La Manufacture de Seaux et Boites des Trois Rivières is the name of a company which has just established a factory for the manufacture of pails of all sizes, butter boxes and packing cases in Three Rivers.

NOTES ON FOREIGN TRADE.

Dating Catalogues for Foreign Trade.

(Consul James Oliver Laing, Batavia, Java, United States Commerce Reports.)

It is a very good plan for American exporters to put the date, at least the year, on catalogues intended for foreign trade. Recently I was asked for a catalogue of a certain well-known machinery firm. I found one on file, but it looked so old I made inquiries and discovered it had been issued in 1895. No catalogue had been sent since that time.

American shippers and manufacturers should keep consulates supplied with all new catalogues and price lists. They should also state, when sending catalogues, whether they have previously sent copies to the consulate and whether there are changes in the new issue. All this helps the consulate materially in giving prompt and accurate information.

Substituting Goods in Orders for South America.

(London Times Trade Supplement.)

Complaints are rife that certain shippers from this country are in the habit of substituting one class or quality of goods for another without authority when carrying out an order for South America which may, perhaps, present some difficulties in executing. There is no doubt that the South American customer regards this resort as wholly unjustifiable, and just as keenly resents it. One importer expressed himself upon this subject as follows: "We have learned that the merchant knows best what he can sell and how he can sell it. We know what we want, and do not like to be coerced into taking anything else that may be suitable to the home manufacturer to ship to us. Even when we receive something more valuable than that ordered we do not appreciate the substitution. No doubt we like to have a better article than that ordered at the price, but the act of disregarding our shipping instructions is not thereby condoned. We, not unnaturally, argue that if we tacitly approved of this one day, we might on the next occasion be served with an inferior substitute in the place of the better quality goods asked for, and then we should have no right to complain. We cannot send back the goods, firstly, because the costs of freight are serious, and, secondly, we do not, as a rule, receive delivery on this side until we have met the bills of lading, etc., by the deposit of cash at the bank. This applies when we buy direct from the European manufacturer; by buying through the local commission houses we save all such risks, even if we have to pay a little more." Manufacturers in Europe should bear in mind that if for some sufficient reason they are unable to supply what has been expressly ordered for the South American market, it would, in all such cases, be preferable to withhold shipment altogether than to send a substitute without express authority.

Manufacture of Mineral Wool from Basalt Rock in Australia.

(Board of Trade Journal.)

According to a recent issue of the *Melbourne Age*, an extract from which has been forwarded by H.M. Trade Commissioner in Australia, a pure white mineral wool is being manufactured at Yarraville, a suburb of Melbourne, from basalt rock, or "bluestone," vast masses of which are found in the neighbouring Footscray district. This is a new industry in the Commonwealth, and has been started by an American firm.

The mineral wool has a staple of about $1\frac{1}{2}$ to 2 inches. It is said to be pure white with a fine metallic lustre showing through it, and in texture it is soft and pliable. It is easily adapted for engine packing, and is already in use in the Yarraville factories. It can also be moulded into sheets like asbestos. Only the shortness of the staple militates against its use for weaving. There is said to be an increasing demand for this product as an insulator for packing machinery or ice-chests, and as a substitute for asbestos.

Paints and Varnishes for Siam.

(London Times Trade Supplement.)

Siam is a prosperous country and the bountiful rice crop, the staple product, which has recently been harvested should be favourable to the import trade in manufactured goods. There is a growing demand amongst the people of Siam for paints and varnishes for the decoration of their houses. These goods are not made in Siam and the opportunity for trade should be noted by British manufacturers. The sending of catalogues and price lists to be leading importers in Bangkok is recommended, but a better means of gaining a business connection would undoubtedly be the visit of a representative.

Japan's Increasing Iron and Steel Output.

(Consul General George H. Scidmore, Yokohama, United States Commerce Reports).

Projects for two new steel factories in the vicinity of Yokohama are reported by the *Japan Advertiser*. The Asano Steel Works are projected by Mr. Soichiro Asano, and the other plant is that of the Japan Steel Pipe Factory. Mr. Asano is the president of the Toyo Kisen Kaisha and the founder of the Asano Shipbuilding Company. His shipyards, established only 10 months ago, are now operating at full capacity. The Mitsubishi Engine and Iron Works, Nagasaki, and the Kawasaki Dockyard Company, Kobe, also have found it imperative to be able to produce their own steel. Mr. Ryoza Asano, managing director of the Toyo Kisen Kaisha and son of Mr. Soichiro Asano, has sailed for the United States, where he will investigate the steel industry and make purchases of the latest steel-producing equipment.

Must Have Independent Steel Supply.

Regarding the new Asano Steel Works, Mr. Kato, managing director and chief engineer of the Asano Shipbuilding Company, is quoted by the *Advertiser* as stating that the independence of the supply of steel has much to do with the independence of the shipbuilding industry of Japan. When Mr. Asano first proposed to create the shipbuilding company, he also held the intention of establishing a steel factory. Consequently it is declared that the present project is not a new idea. There will be \$2,492,500 invested by Mr. Asano in his new project.

The Japan Steel Pipe Factory, which will soon be established near Yokohama, has purchased mining rights in Nara and Fukushima prefectures with the object of getting ores. Dr. Imaizumi, chief engineer of this company, recently visited Switzerland, where he acquired a patent for producing sponge iron, a material for making steel. Preparations are now being made to produce steel on a large scale, and when all these plans are completed 60,000 tons will be turned out annually by this factory.

The Japan Steel Company at Muroran, in the Hokkaido, the largest steel company in Japan, is to double its capital of \$7,477,500, according to the *Advertiser*. This step already has been approved by the two British companies that are interested in this corporation—Armstrong and Vickers. Mr. Kabayama, managing director of the company, has been visiting London to negotiate with the British companies on this proposed stock increase. The additional shares will be taken up equally by these two companies and the Hokkaido Colliery Company. The three are the sole stockholders of the Japan Steel Company.

The increase of capital has been proposed in order to carry out an extension of the company's business, which has grown prosperous during the war.

Projects for Iron Production.

The Japan *Chronicle* states that several projects have been launched in this country for establishing iron works. The Tokai Kogyo Kaisha, recently established, has bought an extensive tract of land in a suburb of Wakamatsu, where workshops are being erected. These will be completed soon, and when the plant and equipment are ready the company will be able to turn out 30,000 tons of shipbuilding materials, iron plate, and rails a year.

Another iron-manufacturing company in course of flotation is the Fuji Seiko Kaisha, with a capital of \$2,991,000. The Nippon Kotetsu Kaisha also recently invited subscriptions from the public to its capital of \$498,500. In a further discussion of the subject, the *Chronicle* says:—

There is, besides, the gigantic project of the Kuhara family of Osaka, with a capital of \$4,985,000. Mr. Yasukawa, a well-known mine owner of Kyushu, has acquired an iron mine in China, and is arranging to establish a company with a capital of \$4,985,000 for the purpose of exploiting it. The Toyo Seitetsu Kaisha has lately increased its capital to \$14,955,000, and has bought an extensive site in Kyushu for new workshops, the building of which will be commenced in April next. When these new factories have been completed, the company will be able to produce 170,000 tons of pig iron a year. Of this quantity 88,000 tons will be supplied as pig iron, and out of the remaining 82,000 tons it is planned to produce 75,000 tons of steel. It will be a year or two, however, before the new workshops of the company are in full working order.

Extensions at Government Foundry.

In addition, the South Manchuria Railway Company and the Okura Company have launched projects for large undertakings in China. The Mitsubishi and the Kawasaki dockyard companies are credited with similar projects. The Government iron foundry at Wakamatsu is carrying out very large extensions of its operations, the plan spreading over five years up to 1921. It is also said that Messrs. Suzuki & Co. and the Mitsui Bussan Kaisha are contemplating undertaking the iron industry in Kyushu. Moreover, some half dozen smaller iron and steel works, such as the Osaka Seitetsusho and the Ito Kenkyusho, have recently come into being in the neighbourhood of Osaka and Kobe.

The present total output of iron from Japanese foundries falls short of 1,000,000 tons, but it is expected that in two years it will increase to about 2,000,000 tons. It is then thought that the domestic demand for steel will be adequately met by the home product. At present, however, the steel available for general shipbuilding purposes amounts to not more than 50,000 tons. On account of the present condition of the industry it is impossible for Japan to meet her shipbuilding requirements by the home output, and she must rely upon imports to a very great extent.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending October 19th, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	1,166,100	185,067	87,822		1,438,989
Consolidated Elevator Co.	670,183	128,631	30,945	46,388	876,147
Empire Elevator Co.	449,181	197,428	65,016	21,331	732,956
Ogilvie Flour Mills Co.	524,497	66,734	45,489		636,720
Western Terminal Elevator Co.	760,663	87,209	9,018	22,528	879,418
G.T. Pacific	1,440,808	648,348	43,804	14,524	2,147,484
Grain Growers' Grain Co.	675,867	412,158	32,939		1,120,964
Fort William Elevator Co.	267,404	109,255	46,448	11,022	434,129
Eastern Terminal Elevator Co.	254,076	99,083	18,404		371,563
Port Arthur—					
Port Arthur Elevator Co.	921,221	448,842	264,216	44,382	1,678,661
Davidson & Smith	207,203	17,775	38,167		363,145
D. Horn & Co.	38,876	65,439	6,229	19,765	130,309
Dominion Government Elevator	1,003,164	461,241	28,273	45,068	1,537,746
Thunder Bay	285,418	113,766	36,774	9,190	445,148
Total Terminal Elevators.....	8,764,661	3,040,976	753,544	234,198	12,793,379
Saskatoon Dom. Govt. Elevator.....	42,727	36,208			78,935
Moosejaw Dom. Govt. Elevator.....	209,488	46,615	641	70	256,814
Calgary Dom. Govt. Elevator.....	76,399	68,499	109	516	145,523
Vancouver Dom. Govt. Elevator.....	99,845				99,210
Total Interior Terminal Elevators..	427,824	151,322	750	586	580,482
Depot Harbour.....	89,311				89,311
Midland—					
Aberdeen Elevator Co.	139,751				137,751
Midland Elevator Co.	226,700	49,200			275,900
Tiffin, G.T.P.	144,145	1,430			145,575
Port McNicol.....	801,642	32,676			834,311
Collingwood.....					
Goderich.....	366,136	99,358			465,494
Western Canada Flour Mills Co. Ltd. ..	213,565				213,565
Kingston—					
Montreal Transportation Co.	184,431				184,431
Commercial Elevator Co.	58				58
Port Colborne.....	1,426,942				1,426,942
Prescott.....					
Montreal—					
Harbour Commissioners No. 1.....	382,012	114,741	140,851		637,604
" " No. 2.....	1,175,806	18,962	19,804		1,214,572
Montreal Warehousing Co.	1,116,260	30,722	147,626	16,614	1,311,222
Quebec Harbour Commissioners.....	1,855	12,982			14,837
West St. John, N.B.		9,706			9,706
Halifax, N.S.	89,145				89,145
Total Public Elevators.....	6,357,759	369,777	308,281	16,614	7,052,431
Total quantity in store.....	15,550,244	3,562,075	1,062,575	251,398	20,426,292

N.B.—There are 28,785 bushels U.S. corn, and 1,005 bushels U.S. rye in store at Harbour Commissioners' Elevator No. 2; also 97,959 bushels U.S. corn at Aberdeen Elevator Co.

**Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior
Terminal Elevators, and at Public Elevators in the East for the Week ended
October 19, 1917.**

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.
Wheat—Grades.				
No. 1 Hard	151,758	24,728	214,970	391,456
No. 1 Northern	4,540,385	213,085	4,260,744	9,014,214
No. 2 "	2,190,136	58,452	654,857	2,903,445
No. 3 "	810,897	45,070	298,800	1,154,777
No. 4 Wheat	236,790	20,400	234,481	491,671
No. 5 "	165,294	8,990	1,503	175,787
No. 6 "	57,932	8,977	49,713	116,612
Other	611,409	48,112	642,691	1,302,212
Totals	8,764,661	427,824	6,357,759	15,550,244
Oats—Grades.				
No. 1 C. W.	8,717			8,717
No. 2 "	1,404,280	52,388	144,911	1,601,579
No. 3 "	366,559	14,296	61,598	442,453
Ex. No. 1 Feed	423,324	29,924	23,599	481,847
No. 1 Feed	203,738	11,400	8,896	224,034
No. 2 "	301,329	10,205	5,854	317,388
Other	328,029	33,109	124,919	486,057
Totals	3,040,976	151,322	369,777	3,562,075
Barley—Grades.				
No. 3 extra C. W.	3,676			3,676
No. 3 C. W.	248,306	107	177,455	425,868
No. 4 "	206,290	2	82,101	288,393
Feed	134,876		2,715	137,591
Rejected	69,588		12,390	81,978
Other	90,808	641	33,620	125,069
Totals	753,544	750	308,281	1,062,275
Flax—Grades.				
No. 1 Northwestern Canada	151,077	342		151,419
No. 2 C. W.	30,611	162		47,387
No. 3 "	3,541	12		3,553
Rejected				
Other	48,969	70		49,039
Totals	234,198	586	16,614	251,398
Corn				
Total quantity in store	12,793,379	580,482	7,052,431	20,426,292

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East, on October 19, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>October 19th, 1917.</i>			
Terminal Elevators.....	8,764,661	4,028,718	12,793,379
Interior Terminals.....	427,824	152,658	580,482
Public Elevators in the East.....	6,357,759	694,672	7,052,431
Total.....	15,550,244	4,876,048	20,426,292
<i>October 20th, 1916.</i>			
Terminal Elevators.....	7,554,302	4,212,824	11,767,126
Interior Terminals.....	283,697	62,745	346,442
Public Elevators in the East.....	5,781,126	8,733,617	14,514,743
Total.....	13,619,125	13,009,186	26,628,311
<i>October 22nd, 1915.</i>			
Terminal Elevators.....	10,938,208	2,752,416	13,690,624
Interior Terminals.....	124,538	31,263	155,801
Public Elevators in the East.....	4,551,547	340,913	4,892,460
Total.....	15,614,293	3,124,592	18,738,885
<i>October 22nd, 1914.</i>			
Terminal Elevators.....	14,071,579	4,506,703	18,578,282
Interior Terminals.....	184,283	15,450	199,733
Public Elevators in the East.....	6,726,785	1,510,879	8,237,664
Total.....	20,982,647	6,033,032	27,015,679

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1425. **Wood-pulp.**—An English correspondent states that he is desirous of using the great opportunities he now has of adding wood-pulp to his present business and is looking out for some good firm or firms in Canada who desire to do a direct trade with British papermakers. He is prepared to work on commission terms only, and can produce the very highest references as to ability and integrity.

1426. **Farina.**—Several Glasgow firms importing farina have expressed a desire to receive samples and quotations from Canadian exporters of farina.

1427. **Grain elevators.**—Two Russian railway contractors are proposing to visit Canada with a view to getting in touch with Canadian manufacturers of grain elevator equipment and experts in the construction of grain elevators. They would like to receive communications from Canadian manufacturers who would be ready to consider proposals for the manufacture in Canada of grain elevator equipment.

1428. **Condensed milk, canned goods, etc.**—A firm in the Orient wishes to get into touch with Canadian shippers of the above lines.

1429. **Agency for canned goods.**—A Yorkshire firm wishes to take up the United Kingdom agency of a Canadian exporter of canned goods and other produce.

1430. **Condensed milk, maple sugar and syrup, canned goods, etc.**—A London firm wishes to get into touch with Canadian shippers of condensed milk, maple sugar and syrup, canned goods, etc.

1431. **Alsike, white and red clover trefoil, rape and turnip seeds.**—A New Zealand firm with representatives in Canada desires to obtain prices and samples on the above lines.

1432. **Wringers and washing machines.**—Old established New Zealand agents, represented in Canada, desires price lists and best discounts for wringers and washing machines.

1433. **Chains, bolts and nuts, etc.**—A Glasgow firm wishes to get into touch with exporters of the above lines.

1434. **Wire, bright, annealed, galvanized, plain or barbed, and wire nails of all descriptions.**—A Glasgow firm wishes to get into touch with shippers of the above.

1435. **Agencies—Food products.**—A broker in Geneva, handling all lines of food-stuffs, desires to open up connections and would also be willing to act as agent in other lines.

1436. **Canned salmon, condensed milk, canned goods.**—A wholesale dealer in Bordeaux invites correspondence from producers of the above lines and would be a buyer of large quantities.

***Help the Canadian
boys to "carry on."***

Is it not better to
spend your dollars
for freedom than to
stand idly by and
ultimately wear the
chains of slavery?

Buy a VICTORY Bond

For Liberty

For the Rights of
the Weak and
the Oppressed

For lasting Peace

Help to End the War

If we can't fight, our dollars can. Send your dollars to the front by buying Victory Bonds—as many as you can.

Your Part in the War

Every one must play some part in the war.

What part are you playing?

If you can't get in the firing line of battle, get in the firing line of finance—help the nation win—Buy a VICTORY Bond!

Every bond bought is just so much ammunition in this war for Liberty and Democracy. Every bond bought brings victory nearer. Every bond bought makes peace sooner and surer.

Do your Part! Buy a Victory Bond!

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Imports into and Exports from Canada.
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 3. With United Kingdom.
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Commercial Intelligence Service.
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Tonnage tables.
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- Directory of Russian Importers.
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- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

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Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

*Canada Year-Book. (*Price, \$1.00.*)

*Census Returns. (*Price of volumes vary.*)

*Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

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J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

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Italy.

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France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

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W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

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J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

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N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

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British West Indies.

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R. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. H. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial
Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

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Commercial Intelligence Journal

VOL. XVII.

No. 719.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, NOVEMBER 5, 1917.



Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(*Minister of Trade and Commerce*).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, November 5, 1917.

No. 719.

NEW CANADIAN ROLLING MILL FOR MAKING AGRICULTURAL STEEL.

The Dominion Steel Foundry Company, Limited, Hamilton, have installed a rolling mill for making agricultural steel, such as ploughshares, mold boards, harrow discs, etc. They are making the soft centre as well as the regular hard steel for this work. They estimate that they have sufficient capacity to take care of all Canadian requirements.

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. Norman D. Johnston.*)

BRISTOL, September 10, 1917.

MARKET FOR HOUSEWORK AND LEATHER-FACED GLOVES.

In continuation of the previous reports on the market for products which find a ready sale in the United Kingdom, but the importation of which are at present restricted by the British Government, the following will indicate some of the types of housework and leather-faced gloves which are in demand. Large quantities of these gloves have in the past been supplied by the United States and some are now being made in Great Britain, but it would appear that Canadians with their increased facilities and equipment due to the large orders handled for the manufacture of the different products arising out of the exigencies of war should look well into the possibilities of supplying this market. This would seem to be one method by which the machines now employed on war work could be utilized after the close of hostilities.

If any Canadian manufacturers are prepared to do this business it is suggested that they communicate with this office and all possible information and assistance will be given. It is essential that connections should be made and samples sent to this country if it is desired to capture the trade when the restrictions as to importation are taken off, when there is certain to be a large demand for products of all kinds.

The prices given herein are the retail prices at which the gloves sold before the commencement of the war, but these goods are now selling for nearly double these prices. In order to estimate the approximate manufacturers' and wholesale prices, the producer gave a discount of about 33½ and 10 per cent, while the wholesale price was about 33½ per cent less. The pre-war prices are given in order to indicate the prices at which these gloves sold in peace times, but it is difficult to say whether these prices will be as low in the future.

HOUSEWORK GLOVES.



Housework gloves, No. 1.



Housework gloves, No. 2.

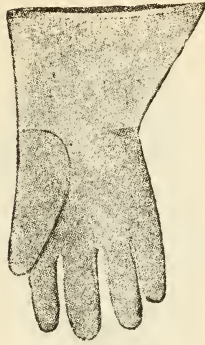
These gloves have been imported from the United States in large quantities. The housework glove shown in illustration No. 1, is made from white cotton twill with fleece inside and twill on the outside; it has a web wristband. The pre-war price for men's size was 46s. (\$11.19) while in heavy cloth they sold for 59s. 8d. (\$14.52) per gross pairs. The same glove in women's and boys' size retailed for 43s. (\$10.46) and in heavy cloth 57s. 8d. (\$14.03) per gross pairs. Some of these gloves are now being made in England; the price is however much higher.

The glove No. 2 is made from grey husking cloth with fleece inside and twill out and web wristband. The men's size sold retail for 43s. (\$10.46), and the women's and boys' size for 41s 4d. (\$10.05) per gross pairs.



The United States have also put on the market a glove made of white cotton twill with knitted cuffs or wristbands, fleece inside and twill outside. Although there is a demand for these they do not sell quite as well as the two kinds shown above. These gloves with brown knitted cuffs retailed in men's sizes for 47s. (\$11.43) and in women's size for 45s. (\$10.95) per gross pairs.

GAUNTLET GLOVES.

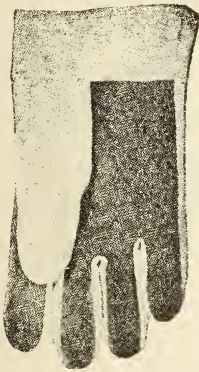


This glove is made of stout white and grey buck flannel with fleece inside and gauntlet cuff. The following will indicate the style and pre-war retail prices per gross pairs:—

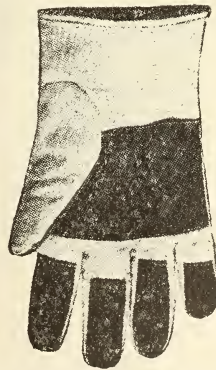
	Per Gross Pairs.		
	s.	d.	\$
Women's size only, white canvas duck with gauntlet cuffs of same material.	57	8	\$14 03
Men's size, white canvas duck, gauntlet cuffs	66	0	16 06
Women's and boys' size, white canvas duck, gauntlet cuffs.	64	0	15 57
Men's size, gauntlet cuffs of same material as gloves.	56	0	13 62
Women's and boys' size, gauntlet cuffs of same material as gloves.	53	4	12 97
Grey canvas twill glove with heavy fancy web gauntlets (men's size).	60	0	14 60
Grey canvas twill glove with heavy fancy web gauntlets (women's and boys' size).	58	4	14 19

There is also an extra long gauntlet of American production sold here but it is not nearly as much in demand as the shorter gauntlet illustrated as it is too expensive for general sale. It is made of grey 10 ounce buck flannel with extra long gauntlet cuff of heavy white duck. In men's size it retailed at 114s. 8d. (\$27.90) and in women's and boys' size for 113s. 4d. (\$27.57) per gross pairs.

LEATHER-FACED GLOVES.



Leather faced glove, No. 1.



Leather faced glove, No. 2.

These gloves are used for many classes of work and are very popular with motor-men, omnibus and cab drivers and tram-men, as they are a combination of glove and hand leather. The glove in illustration No. 1 is made from 8 ounce grey or white

twill canvas with palms and faces of the fingers of leather, as illustrated. It sold retail for 143s. 6d. (\$34.88) per gross pairs.

The glove No. 2 is made from white cotton twill with 10 ounce nap on the inside and the palm and fingers covered with leather. The retail price was 114s. (\$27.74) per gross pairs.



There is also a somewhat similar glove, except that only the tips of the fingers and the thumb are covered with leather, which has a very extensive sale. The manufacturers' pre-war price was from 5s. to 6s. 6d. (\$1.22 to \$1.82) per dozen pairs delivered in Bristol. These wholesaled for from 7s. 6d. to 8s. 6d. (\$1.82 to \$2.07) per dozen pairs and were then retailed for 1s. (24 cents) a pair.

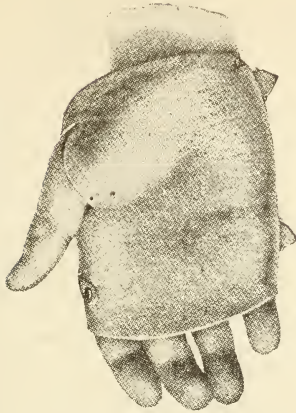
LEATHER-FACED GAUNTLETS.



Leather faced gauntlet.

The leather-faced gauntlet shown above is made from heavy 10 ounce cotton twill with fleece on the inside. The thumb, fingers and palm are faced with leather and the cuffs are lined with heavy webbing and have two rows of stitching with over-sewn edges at the top and bottom. The retail price was 14s. (\$3.41) per dozen pairs.

LEATHER PALMS.



Leather palm.

Leather palms are used in very large quantities in the United Kingdom by motor and tram drivers, etc. The motor palm illustrated has been supplied by the United States and is made of heavy yellow calf leather with two buckles and straps. They were packed in boxes of a dozen and sold retail at 9s. 4d. (\$2.27) per dozen single.

AUSTRALIA.

REPORT OF TRADE COMMISSIONER.

(Mr. D. H. Ross.)

MELBOURNE, September 7, 1917.

COMMONWEALTH TRADE RETURNS.

The preliminary returns (subject to revision) of the oversea trade of the Commonwealth of Australia for the fiscal year ended on June 30, 1917, show considerable expansion over those for the previous year.

Through official reasons, arising out of the war, it has been considered advisable to withhold from publication—for the present—all information as to movements of specie and bullion, and as to the exports of certain goods and products (quantities and values) from the Commonwealth.

The comparative figures submitted in subsequent paragraphs are, perforce, based upon imports and exports of merchandise only.

The total trade in merchandise is shown thus:—

1915-16.	1916-17.	Increase.
£140,872,274	£161,484,007	£20,611,733

The financial year closed with a decrease in the values of imports of merchandise by £1,244,591 and an increase in the values of exports of £21,856,324.

The following is a comparison for the last two years:—

Merchandise.	1915-16.	1916-17.	
Imports	£76,708,159	£75,463,568	—£ 1,244,591
Exports	64,164,115	86,020,439	+ 21,856,324

Commonwealth Oversea Trade in Recent Years.

To illustrate the fluctuations in Australian trade in recent fiscal years (July to June), the following comparative return is submitted:—

Year.	Total Imports.	Total Exports.	+Increase. —Decrease.
1907-08	£51,780,077	£67,048,368	+ £15,268,291
1908-09	49,189,960	65,629,363	+ 16,439,403
1909-10	54,591,004	69,775,762	+ 15,184,758
1910-11	64,171,784	73,399,537	+ 9,227,753
1911-12	73,124,289	81,586,546	+ 8,461,557
1912-13	77,531,489	75,765,546	— 1,765,943
1913-14	82,417,907	84,827,496	+ 2,409,589
1914-15	64,431,837	60,592,576	— 3,839,261
1915-16	*76,708,159	*64,164,115	— 12,544,044
1916-17	*75,463,568	*86,020,439	+ 10,556,871

* Excluding gold and bullion.

Trade of Canada and Australia Compared.

Eliminating gold and specie and taking, in each instance, the unrevised figures for the last fiscal year, the trade in merchandise of the Dominion and the Commonwealth, in comparison with the previous year, is submitted in the subjoined schedule:—

Countries—	Imports. Merchandise.	Exports. Merchandise.	Total Merchandise.
1915-16 Canada	\$507,783,361	\$ 779,300,070	\$1,287,083,431
1915-16 Australia	372,801,652	311,837,598	684,639,250
1916-17 Canada	845,330,903	1,179,211,100	2,024,542,003
1916-17 Australia	366,752,940	418,059,333	784,812,273

(Australian figures converted at the rate of \$4.86 to the £).

Imports of Principal Lines of Merchandise.

The imports of leading lines of goods and products in the fiscal years of 1915-16 and 1916-17, showing increases and decreases, are tabulated for ready reference as follows:—

Imports for Twelve Months.

	1915-16.	1916-17.	+Increase. —Decrease.
Ale and beer	£ 256,786	£ 177,656	— £ 79,130
Apparel, dry goods, etc	18,213,762	20,559,510	+ 2,345,748
Boots and shoes	380,619	449,147	+ 68,528
Portland cement	227,944	27,032	— 200,912
Cordage and twines	739,653	973,564	+ 233,911
Drugs and chemicals	1,776,458	1,596,916	— 179,542
Earthenware and china	402,460	378,227	— 24,233
Fish, all kinds	914,284	844,609	— 69,675
Fruits, fresh apples	81,324	51,930	— 29,394
“ other fresh	292,850	240,371	— 52,479
Furniture	90,205	59,976	— 30,229
Glass and glassware	516,969	601,313	+ 84,344
Grain and pulse, unprepared—			
Barley	27,387	8	— 27,379
Maize	712,650	8,175	— 704,475
Oats	501,755	657	— 501,098
Wheat	2,136,256	13	— 2,136,243
Other	77,707	20,048	— 57,659
Grain and pulse, prepared—			
Bran, etc	109,328	1	— 109,327
Flour (wheaten)	5,031	1,009	— 4,022
Hay and chaff	227,133	228	— 226,905
Hats and caps	417,470	319,090	— 98,380
Hops	51,445	35,908	— 15,537
Machinery—			
Agricultural	530,953	615,475	+ 84,522
Other	3,358,602	3,249,625	— 108,977
Rubber goods	1,313,253	1,083,925	— 229,328
Rails and fish-plates	673,518	73,318	— 600,200

Imports for Twelve Months.—Continued.

	1915-16.	1916-17.	+ Increase. —Decrease.
Iron and steel—			
Bars, blooms, etc.	1,718,545	1,629,233	— 89,512
Galvanized, plate and sheet..	1,707,893	720,395	— 987,498
Pig and scrap.	126,284	94,360	— 31,924
Jute goods.	2,364,209	2,778,718	+ 414,509
Leather.	337,644	593,666	+ 256,022
Metal manufactures.	3,758,240	3,176,959	— 581,281
Milk, preserved.	99,445	49,758	— 49,687
Kerosene.	624,139	608,427	— 15,712
Matches and vestas.	287,700	179,687	— 108,013
Paints and colours.	591,364	683,640	+ 92,276
Paper, printing.	904,370	1,737,235	+ 832,865
“ all other.	996,523	1,463,662	+ 467,139
Pickles and sauces.	113,868	82,834	— 31,034
Onions.	8,628	388	— 8,240
Potatoes.	149,488	965	— 148,523
Spirits—			
Brandy.	85,649	204,667	+ 119,018
Rum.	26,595	23,005	— 3,590
Whisky.	736,744	1,208,877	+ 472,133
Other.	165,750	156,756	— 8,994
Wines, sparkling.	55,573	39,089	— 16,484
“ other.	27,494	26,410	— 1,084
Butter.	349,110	38,799	— 310,311
Biscuits.	11,337	7,410	— 3,927
Cheese.	66,936	5,540	— 61,396
Sugar.	1,869,768	1,615,241	— 254,527
Tea.	1,939,877	1,747,147	— 192,730
Timber.	1,745,726	1,498,236	— 247,490
Tobacco, manufactured.	135,450	131,659	— 3,791
“ unmanufactured.	685,904	868,255	+ 182,351
Cigars.	90,761	89,152	— 1,609
Tools of trade.	493,391	518,882	+ 25,491
Soap.	103,727	72,446	— 31,281

IMPORTS SHOWING PRINCIPAL DECREASES AND INCREASES.

Owing to a normally productive season having succeeded a period of drought conditions, there followed a marked decrease in the importations into Australia of cereals and foodstuffs for man and beast.

Iron and steel products, and manufactures of metal, were—with timber and other building materials—much curtailed in value. Inversely, dry goods, jute goods, leather, agricultural machinery, spirits, tobacco and paints all show substantial advances in the values of the 1916-17 importations over those for the previous year.

DETAILS OF IMPORTS NOT AVAILABLE.

It will be some considerable time hence before the detailed particulars concerning Australian trade in 1916-17 will be available. Until then, it will be impossible to make an analysis of importations from Canada, in comparison with the total importations from all other countries, into the Commonwealth.

EXPORTS OF PRINCIPAL LINES OF MERCHANDISE.

The figures relating to Australian exports of some leading lines of goods and products (omitting certain important items considered inexpedient to publish) in the last two fiscal years, showing increases and decreases, are as follows:—

Exports from Australia for Twelve Months.

	1915-16.	1916-17.	+ Increase. — Decrease.
Horses.	£ 277,111	£ 342,897	+ £ 65,786
Butter.	1,117,629	5,338,848	+ 4,221,219
Biscuits.	116,577	130,216	+ 13,639
Coal.	508,446	415,560	— 92,886
Metals—			
Concentrates.	1,424,515	1,130,501	— 294,014
Copper.	3,532,381	4,317,066	+ 784,685
Lead.	3,194,206	4,150,156	+ 955,950
Ores, except gold.	697,412	614,005	— 83,407
Silver.	703,289	819,358	+ 116,069
Fruits, dried—			
Currants.	25,316	165,026	+ 139,710
Raisins.	215,270	166,341	— 48,929
Other.	3,483	41,217	+ 37,734
Fruits, fresh—			
Apples.	374,043	96,974	— 277,069
All other.	41,262	44,785	+ 3,523
Wheat.	7,997,584	13,374,511	+ 5,376,927
Flour.	1,738,716	3,463,349	+ 1,724,633
Timber.	406,144	307,875	— 98,269
Jams and jellies.	437,144	949,020	+ 511,876
Leather.	1,136,583	1,160,765	+ 24,182
Frozen beef.	2,175,894	4,947,070	+ 2,771,176
“ mutton, etc.	769,752	1,540,572	+ 770,820
“ rabbits, etc.	724,624	913,142	+ 188,518
Tinned meat.	500,955	996,154	+ 495,199
Preserved milk.	23,611	534,030	+ 510,419
Skins—			
Hides.	560,215	346,266	— 213,949
Rabbit.	265,724	441,567	+ 175,843
Sheep skins.	1,272,772	1,153,153	— 119,619
Other.	330,766	332,946	+ 2,180
Tallow.	443,803	1,246,061	+ 802,258
Tin.	576,983	571,353	— 5,630
Wool, greasy.	20,328,261	22,210,334	+ 1,882,073
“ scoured.	6,525,830	6,556,410	+ 30,580
Pearl shell.	194,052	363,669	+ 169,617

EXPORTS SHOWING PRINCIPAL INCREASES AND DECREASES.

Following a particularly bad season the values in practically all items of primary production exported from Australia in 1916-17 show marked increases. This despite an acute shortage of shipping facilities and the fact that at the end of the fiscal year immense values in wheat, wool and other primary products were carried over through transportation not being available.

Butter, wheat, flour, meats, preserved milk and jams aggregated an increase of no less than £16,570,787 over the previous season, while wool and tallow showed an expansion of £2,714,911.

Hides and sheep skins (subject to an embargo) declined very materially in export values. Apples, through want of cold storage tonnage (reserved for more urgent requirements), show a contraction of £277,000 against which was the increase in exports of currants by £139,710.

Australian Trade Conditions.

While the preceding schedule of importations into Australia show values of considerable magnitude—and in some instances marked increases—the large figures can be chiefly attributed to enhanced invoice costs augmented by abnormal ocean

freights. Importers of all classes of merchandise report a depletion of stocks, even of necessary oversea goods, and their replenishment is beyond control.

Probably the line which has suffered least is that of dry goods, subject to fashion and change, but even here there is a scarcity of standard goods, and qualities are said, by experts, to have materially deteriorated to meet the purchasing limits of the bulk of the people.

The hardware, building and painting trades are depressed by dearer money and the higher costs of materials which make construction and improvements unattractive.

The embargo on exports from the United Kingdom, of certain goods hitherto obtained from that source, accentuates trading difficulties and causes importers to give closer attention to lines offered by other countries.

Local manufacturers have the market entirely to themselves in such lines of cheap and bulky nature as they have facilities for making and which are now debarred from importation through heavy ocean freights.

Copious rains have fallen over a great portion of the Commonwealth—though some districts have not so benefited—hence the outlook for the coming harvest is excellent.

The serious want of tonnage to convey vast quantities of goods and products oversea, and the uncertain labour conditions (dwelt upon in a subsequent paragraph) are the disturbing factors in the trading outlook.

AUSTRALIA.

REPORT OF THE COMMERCIAL AGENT FOR NEW SOUTH WALES.

(*Mr. B. Millin.*)

SYDNEY, N.S.W., 6th September, 1917.

TRADE OF NEW SOUTH WALES.

The state of New South Wales and, indeed, the whole of the states of the Commonwealth, are in a state of chaos at present, as a consequence of the great strike which exists at the present moment.

The nominal cause of the trouble is the introduction of the card system in the workshops connected with the New South Wales state railways and tramways. Employers claim that the trouble has been coming ever since the general elections—Federal and State—when labour was defeated, and that it is mainly political.

The largest proportion of the strikers in other unions which have been called out by their organizers in sympathy have no interest in the card system.

The attempt to hang up all rail and tram traffic was strongly met, and reduced services were soon running with such regularity as to meet essential requirements. The motor car was a big factor in the task of overcoming the first difficulties which arose out of the strike.

At the call of the Government thousands of volunteers from the city and country enlisted for any work required and hundreds of special constables were sworn in. Ships' cargoes are being handled very successfully by free labour and although many delays have taken place, wonderful work is being done by men who are quite unused to that type of work.

Up to the time of writing the strike has been in force about five weeks but with the exception of one striker who was shot dead and two others wounded, there has been no disorder of any consequence when the magnitude of the strike is taken into consideration. It is estimated that in this state alone 60,000 workers have been called out.

Both sides are standing firm, the Government particularly so, it having announced that under no circumstances would it yield to an irresponsible strike committee its authority to govern the country.

In the meantime trade is practically dead, business being only carried on in what are recognized necessary commodities. Meanwhile, by fixing prices at the 1st August level, except where special justification can be shown, the Government has prevented any great fluctuation in goods values.

The value of the exports from the state of New South Wales during the year 1916-17 was the largest that has ever been recorded in any year, while the value of the imports has been exceeded once only—in 1915-16.

Following is a comparative table:—

Year.	Imports.	Exports.	Excess of Exports.
1912..	£32,303,639	£32,958,529	£ 654,890
1913..	32,350,662	32,839,789	489,127
1914-15..	27,323,243	28,107,025	783,782
1915-16..	33,379,698	40,975,416	7,595,718
1916-17..	32,639,366	42,067,793	9,428,427

The 1915-16 exports included £9,240,264 in gold. The gold shipments were greatly less in 1916-17.

AUSTRALASIAN WOOL SALES.

As the following table shows Sydney still holds the premier position as the chief wool selling centre of Australia.

Total sales and appraisements, 1916-17:—

	Bales.
Sydney, New South Wales..	705,676
Albury, New South Wales..	10,155
Melbourne, Victoria..	326,209
Geelong, Victoria..	118,581
Brisbane, Queensland..	276,852
Adelaide, South Australia..	136,613
Western Australia..	51,350
Tasmania..	32,911
Commonwealth..	1,658,347
New Zealand ..	529,682
Australasia..	2,188,029

The total Australasian realizations are a record for any one season. Following are the totals for the last decade:—

Season, 1907-08..	Total sales.	Bales.
" 1908-09..	"	1,349,131
" 1909-10..	"	1,659,417
" 1910-11..	"	1,885,065
" 1911-12..	"	1,858,631
" 1912-13..	"	1,915,071
" 1913-14..	"	1,790,800
" 1914-15..	"	1,972,326
" 1915-16..	"	1,510,741
" 1916-17..	"	1,721,774
		2,188,029

VALUE OF NEW SOUTH WALES WOOL CLIPS.

The following table shows the total production of wool in New South Wales, and the estimated value of the clip for each season during the past ten years:—

Season.	Net Production. Bales.	Gross Value of Clip. £
1907-08..	856,407	11,518,674
1908-09..	973,136	11,474,895
1909-10..	1,033,896	14,181,606
1910-11..	1,023,759	12,843,796
1911-12..	1,036,737	12,380,365
1912-13..	851,000	11,651,609
1913-14..	976,000	13,001,133
1914-15..	896,000	11,200,000
1915-16..	830,000	12,234,000
1916-17..	844,000	16,833,516

The above table serves to show that notwithstanding the continued decrease in production over a period of several years, values have so increased that the total sum realized is now far in excess of any previous year. The decrease—due to continued droughts in the western districts of the state and the ravages of blowflies now seems to have reached the turning point. It is estimated that the production this season will be considerably in excess of last season.

BRITISH WEST INDIES.

REPORT OF TRADE COMMISSIONER.

(*Mr. E. H. S. Flood.*)

BARBADOS, September 18, 1917.

AGRICULTURAL CONDITIONS IN ST. LUCIA.

The annual report of the Agricultural Department of St. Lucia has just been published, and gives some interesting information in regard to the work of the Department during 1916, in connection with its gardens, nurseries, experimental plots, and manurial experiments, all of which should prove of value to the estate owners in the colony. The progress of the chief industries, and the value of the export of these, which are sugar, cocoa, and limes, come in for a general review. It is shown that the value of the export of sugar and its by-products has almost doubled since 1914, but that this good result is due rather to the better market price of sugar than to an increase in the quantity exported. The cocoa industry has been long in developing, but is improving, though the quantity obtained last year for export was less than in the previous year. However, the trend is upward. There was a very substantial increase in the quantities of limes and cocoanuts; and in the minor industries, considerable progress has been made in the production of honey, and in an ample increase in the export value of kola and vanilla. As St. Lucia depends chiefly on its agriculture, the facts set out in the report under review would indicate a fairly prosperous condition of the colony.

Sugar Industry.

Regrets are expressed by the Commissioner of Agriculture that in view of the higher prices now obtained for sugar, the production has made so little progress during the last few years. He accounts for this to a great extent in the limited labour supply, and for this no remedy is at present apparent. The quantity exported last year fell below the average of the decade. As the figures published by the customs give the exports for the calendar year, it has been thought desirable to examine a little more carefully into the actual crop, as the quantity shipped within the calendar year often depends on shipping opportunities. The following table, calculated in three-year periods, will better show the position of the industry:—

	Period. 1912-14.	Period. 1913-15.	Period. 1914-16
Usine sugar tons.	4,185	4,170	3,878
Muscovado sugar "	84	172	421
Molasses and syrup gal.	16,275	17,760	51,751
Rum proof "	26,291	21,939	21,234
Total value	£55,836	£67,808	£77,184

Cocoa Industry.

The cocoa exported last year fell off 3,903 hundredweights as compared with 1915. As mentioned before, the condition of the industry would appear to be improving gradually. By taking the exports and treating them in three-year periods as in the case of sugar, it is possible to arrive at a correct estimate of the island's crop. Calculating in this way the cocoa crop for the last three years would be as follows, which is somewhat different from the table given lower down:—

Period.	Yearly Average in Bags of 200 Pounds.
1912-14.	8,570
1913-15.	8,829
1914-16.	8,826

Limes.

The total lime crop of the island, calculated in barrels of fruit, show an increase of 1,126 barrels during the year. It is remarked that "St. Lucia has made a name on the New York market for green limes, and it is desirable that this trade should be carefully controlled to prevent the standard reached being impaired by any careless shipper." The exports of green limes during the last three years rose from 263 barrels to 3,403. Unlike sugar and cocoa, there was a larger quantity exported last year, but a falling off in the value.

Cocoanuts.

A considerable extension is taking place each year in the area under cocoanut cultivation, and it is reported that the young trees are growing well, and remain free from any serious disease or pest. A greater quantity of nuts is being obtained for export, and the industry will no doubt in time prove a most important one to the colony.

Progress in Minor Industries.

Among the minor industries the distillation of bay oil is receiving some attention. The local supply of bay leaves is being increased, and it is promised that bay rum will in the near future be manufactured for export. The quantity of bay oil exported last year amounted to 606 gallons. For some years past there has been a decline in the quantity of honey obtained, but there is now improvement in this respect, and bee-keeping is receiving more attention. The exports of honey increased last year 16,250 pounds, making a total export of 45,588 pounds.

Drugs and spices, though not grown in any large areas, are nevertheless cultivated as most estates plant out some of the common kinds, such as nutmegs, vanilla, kola, and these form quite an important minor industry, as will be seen in the table at the end of the article.

A very considerable quantity of fruit is also grown and exported. Most of this goes to the neighbouring islands, but as it is conveyed by schooner or sloop, it is not possible to obtain exact information in this regard, as the official statistics only return the fruit in bulk as packages of merchandise. Fruit shipped by steamer, however, is recorded properly in the table of exports. It is affirmed that the return does not account for one-quarter of the quantity of fruit exported.

Cassava.

A considerable quantity of cassava is grown annually by the peasants, and manufactured into a flour called farine, which forms one of their chief articles of food. This comes in direct competition with imported wheat flour, and is said to account for the fact that the consumption per capita of imported flour is lower in St. Lucia than in any of the other colonies. It is not easy to arrive at the exact quantity of cassava

grown in the island, but in one district the area under cultivation is about 150 acres, and yields annually about 400 tons of farine. It is also grown extensively at the Experiment Station, and more or less by the peasants generally. Farine being an excellent substitute for imported flour, the Agricultural Department is encouraging its production, and to this end has recently erected a factory with suitable plant for its preparation.

Exports of St. Lucia.

The following list of exports is taken from the Report of the Commissioner of Agriculture, and should prove of interest to Canadian firms importing West Indian products. The addresses of firms in St. Lucia shipping these products will be readily furnished on request to this office.

Exports from St. Lucia.

		1914.	1915.	1916.
Sugar Products—				
Sugar, Vacuum Pan.	cwt.	74,653	84,076	74,011
" Muscovado.	"	1,331	8,499	15,492
Molasses and syrup.	gal.	30,146	17,000	108,107
Rum.	"	19,644	26,054	18,014
Cacao Products—				
Cacao.	cwt.	14,233	18,478	14,575
Lime Products—				
Concentrated juice.	gal.	No record.	17,834	16,823
Raw juice.	"	"	5,182	1,280
Distilled lime oil. . . . .	"	.....	363	305
Essential oil of limes.	}	"	385	294
Otto of limes.				
Green limes.	brl.	363	651	3,403
Cocoanut Products—				
Cocoanuts.	No.	53,638	67,206	76,306
Copra.	cwt.	142	137	82
Honey Products—				
Honey.	lb.	30,324	29,338	45,588
Beeswax.	"	190	274	303
Cotton Products—				
Sea Island cotton.	"	5,100	3,200	nil.
Cotton seed.	cwt.	128	80	"
Spices—				
Nutmegs.	lb.	2,790	2,719	838
Mace and vanilla.	"	811	860	635
Various Products—				
Oranges.	No.	7,530	21,300	3,513
Mangoes.	£	520	452	497
Cassia fistula.	lb.	7,199	nil.	1,920
Kola.	"	8,510	6,280	12,428
Hides.	No.	2,410	8,403	4,289
Plantains.	doz.	458	2,597	162
Arrowroot.	lb.	7,970	3,007	nil.
Forest Products—				
Logwood.	cwt.	104,800	12,150 c.ft.	790 tons.
Firewood.	"	144,675	165,196 "	146,344 c.ft.
Railway sleepers.	c.ft.	11,699	1,259	1,853
Posts.	"	3,559	2,205	1,444
Cedar.	"	4,117	4,084	1,968
Hoe sticks.	"	2,698	1,840	1,382
Spokes.	"	539	88	1,379
Charcoal.	cwt.	280	43	419

CHINA.

REPORT OF TRADE COMMISSIONER.

(Mr. J. W. Ross.)

SHANGHAI, September 10, 1917.

THE PORT OF DAIREN.

The following notes upon the Port of Dairen and the trade of South Manchuria were made from personal observations during a recent visit to North China ports.

The leased territory of Kuantung wherein Port Arthur and Dairen are situated fell to Japan at the close of that country's war with Russia in 1905. Previous to that event the Russians, observing the unsuitability of Port Arthur as an ice-free commercial port, had already opened the port under the name of "Dalney", meaning, in the Russian language, "Far away", presumably far from the Capital of Russia, the then St. Petersburg.

To the Russians therefore belongs the credit for the inception and early development of this rather remarkable commercial port, which within the memory of the present generation has sprung up from nothing, to rank within a few years as one of the chief shipping ports of Eastern Asia. Although Russia had only acquired the territory in 1898, the plans for the new city on the shores of Talien bay had been drawn up, and considerable progress had been made in laying out streets and other developmental measures by the year 1900. As early as this date waterworks and electric light installation had made considerable progress, residences were constructed for the engineers, and a large hotel was in course of erection. The city was planned by the Russians on most modern lines; the main outline being that the streets should all radiate from a central square, in every direction, and encircling the square would be erected the various public and municipal buildings pertaining to the port. This plan was ultimately carried out, and since the occupation of the city by the Japanese the main outlines have been further developed, and several handsome buildings have already been erected, including what is probably the finest and best hotel in all the East; and other public buildings are at present under way, all facing the central square.

It was, however, the development of the harbour and docks and other shipping facilities with which the Russian Government was chiefly concerned, for Dalney had the unique distinction of being the only ice-free Russian port in all the Empire, apart from those on the Black sea.

The city, not being fortified, early fell to the Japanese in the war of 1904-5, and, upon the final occupation of the whole of the leased territory, both Port Arthur and Dalney passed to the latter nation. The name of Dalney was then changed to Dairen, meaning in the Japanese language "Great connections". The selection was happily made, for as will be seen later, Dairen is destined to be a port of great connections between a large portion of the Far East and the European continent.

THE SOUTH MANCHURIA RAILWAY.

In writing even a trade article with South Manchuria as its subject it is impossible completely to exclude reference to the political changes which have taken place in that territory within recent years if one is to understand clearly existing conditions, and the manner in which the development of what is nominally Chinese territory has been taken in hand first by Russia and finally by Japan.

The greatest factor in the development and prosperity, and indeed the life, of the Port of Dairen has been, and is, the South Manchuria Railway.

Its Origin.—The South Manchuria Railway was originally built by the Chinese Eastern Railway Company, Russian and Chinese, during 1900 and 1901, to form an arm of the great Trans-Siberian route from Europe to the Far East. It was then constructed on the Russian gauge of 5 feet, which was converted during the progress of the Russo-Japanese war to the Japanese gauge of 3 feet 6 inches, in order to be adapted to the rolling stock sent over from Japan. By the treaty at the close of the war the Japanese government acquired from Russia the main line from Changchun to Port Arthur, together with its branch lines, and all the rights, privileges, and properties attaching thereto, including the coal mines. As a result, the South Manchuria Railway Company was organized in 1906, under the auspices of the Imperial Japanese Government, with an authorized capital of yen 200,000,000 (£20,000,000), divided into one million shares of yen 200 each, half of which is owned by the Japanese Government.

Quick Development.—The company took over the properties from the Government in April, 1907. The rolling stock was then quite worn out, and the whole of South Manchuria was still submerged in a chaotic state. But within the short space of about one year the narrow gauge of the main line was re-widened into the standard gauge of 4 feet 8½ inches, and the line was opened to service with new rolling stock. Some of the branch lines were also reconstructed, and by 1909 the line was doubled between Dairen and Suchiatun, a distance of 238 miles. The result was that the express service between Dairen and Changchun was made thrice-weekly, so as to connect with every express train of the Trans-Siberian Railway.

Mukden-Antung Branch.—The reconstruction of this line was then commenced, and notwithstanding many difficulties, the whole length of the line, 170 miles, was completed by October, 1911, and opened for traffic in November of the same year, thus through its connection with the Korean and Japanese lines a complete railway journey was made possible from Tokyo to London in 13½ days.

Length of the Line.

Measured by Canadian standards the South Manchuria Railway is not of great mileage. The length of the various portions being:

	Miles.
Dairen to Changchun—main line	437·5
Branch to Port Arthur	31·6
“ to Newchwang	13·6
“ to Fushun—coal mines	30·8
Mukden to Antung	170·7
	684·2

Under Russian administration Port Arthur was the southern terminus and the main line proceeded from that port to Changchun, but under the Japanese the main line now extends from Dairen to Changchun, and the road to Port Arthur is made a branch line. The importance of the South Manchuria Railway is not so much centered in its mileage length, as the part which it is playing in forming one of the links of a great trans-continental railway route, and the opening up to commerce of a port and territory which twenty years ago possessed no foreign trade whatever..

The Harbour.

The harbour, which is partly natural, is well sheltered, and is the only port on the northern coast of the Yellow sea, which is ice-free and open the year round, the approach to the port is open, and the roadstead is excellent, with sufficient depth of water for the largest steamers at all times. The inner harbour is designed to accommodate

steamers of deep draft, and by dredging, a depth of 30 feet has been provided on the outer portions of the quays, while on the innermost quay line a depth of 22-23 feet is available. Here the mail steamers moor alongside substantial granite quays, which were commenced by the Russians, but which have been completed and improved by the Japanese. At the end of 1913 the total length of the quay wall was 6,965 feet. When completed, probably in 1917, the harbour will possess a quay line over 13,220 feet in length, capable of berthing eight steamers of 10,000 tons, thirteen of 6,000 tons, and sixteen of 3,000 tons. The storing capacity of the wharves is 250,000 tons, viz., 120,000 tons under cover (in 29 godowns, which cover an area of 129,329 square yards), and 130,000 tons in the open. As much as 14,194 tons of cargo have been loaded and discharged in one day, in addition to loading 4,610 tons of coal.

S.M.R. Industrial Laboratories.

Apart from its activity as a great railway and steamship corporation, the South Manchurian Railway Company has vigorously taken up the investigation of the resources and products of the territory within which its line operates. In the furtherance of this scheme, industrial laboratories have been established at Dairen and original research work is being carried on by staffs of experts in each department.

The investigations which are proceeding at the present time are the following. The central laboratory being arranged under eight divisions:—

1. Division of General Affairs.
2. Division of Analysis.
3. Division of Applied Chemistry.
4. Division of Tussah Filature—wild silk.
5. Division of Dyeing.
6. Division of Porcelain and Ceramics.
7. Division of Distilling.
8. Division of Electro Chemistry and Hygiene.

By the courtesy of the officials of the railway administration, a visit to certain of these laboratories was made possible and the observations made upon each industry will be recorded under its respective heading.

Other Enterprises.

In passing it is pleasing to state that according to one of the leading officials of the South Manchuria Railway Company the operations of their line are being modelled much upon those of the Canadian Pacific, the two railways are operated under nearly the same climatic conditions, and the experiences of the Canadian line have been of much value to the official of the Manchurian railway. For several years students from the latter have spent considerable time in the administrative offices of the Canadian institution, studying the latter's methods, with the object of applying their information to their own railway upon their return. At the present time they have a deputation on a visit to the United States and Canada in connection with the welfare branch of their employees.

Steamships.

The South Manchuria Railway operate a direct steamship service to Shanghai, twice a week each way, in connection with the passenger service of their railway and the Siberian route to Europe. Those steamers are well appointed, fast and commodious, and if sailing direct, make the passage from Shanghai to Dairen in thirty-six hours. In addition the company operates a fleet of coal steamers which ply to all Far Eastern ports in connection with their extensive coal mines at Fushun, as well as a considerable fleet of coasting steamers which are engaged principally in the waters of North China and Korea.

Hotels.

By the far-seeing enterprise of the railway company, the hotels among the finest in the East, have been established at Dairen, Port Arthur, Mukden and Changchun. This in a desolate country where a very few years ago the best a traveller could find in the way of an hotel was a very wretched Chinese inn. There have sprung up Yamato hotels at all four places, furnishing accommodation rivalling that to be obtained in any of the older ports of China and Japan.

Hospitals and Sanitation.

In connection with the services of their railway and other enterprises, the South Manchuria Railway Company have established hospitals at every central point, which are available not only to their own employees but to other residents as well. This is a great boon and blessing to small communities where no such privileges previously existed. An extensive quarantine station has also been erected at Dairen as the outcome of the Manchuria plague of 1910. The station has accommodation for 108 first and second-class passengers, 200 third-class, and 200 Chinese.

The population of Dairen City according to the census of 1914 consisted of 32,278 Japanese, 37,176 Chinese and 113 foreigners.

Products of South Manchuria.

Although the climate of South Manchuria is not unlike many portions of Canada, yet it cannot be said that the products of the two countries are the same. This is probably not entirely due to soil and climate, but may be the result of specialization in certain cereals and absence of experimentation with other products. But without doubt there seems to exist some peculiar condition in either the soil or climate or rainfall or acclimatization of South Manchuria which has a beneficial effect on certain crops, notably beans, millet and kaoliang, not possessed by other countries. The cultivation of soya beans has been attempted in almost every agricultural country, but in none has great success attended the experiment, yet in South Manchuria this crop has flourished for many years.

Leaving the consideration of this product to follow; other and less known industries of this territory will first be reviewed. It is well to point out that South Manchuria is entirely an agricultural country, and the people have been farmers for many generations, farming their land under the most primitive and laborious conditions. Those old conditions still exist to a very large extent, and considerable time is likely to pass before any great change will take place, but the efforts which the South Manchuria Railway Company are putting forth, and the experiments in which they are engaged, not only in connection with the industrial laboratories mentioned above, but in their nursery farms, must finally show results. The railway company have established eleven such farms at different points along their line for the experimental growing of grains, vegetables, flowering plants for afforestation, etc. All such enterprises must eventually be of much assistance to the Manchurian farmer and gradually induce him to adopt other methods than those now in vogue, and must generally tend to improve his condition.

Wheat.

Wheat is annually being cultivated in greater quantity over a large portion of South Manchuria, and the erection of new mills at different points throughout the territory has been the means of greatly reducing the imports of Shanghai flour. The customs returns for flour for 1916 being less than half of those for the preceding year. Little or no wheat is exported.

Barley and Buckwheat.

Barley and buckwheat are cultivated, the former is crushed and the flour made into cakes. Barley is also used in the production of the ferment Chutze employed in the distillation of "kaoliang" spirit. Buckwheat flour is made into a kind of macaroni.

Maize or Indian Corn.

Maize or Indian corn is quite largely cultivated, and within recent years a considerable export trade has developed in this product, principally with the United States. Maize quotations are regularly given on the Dairen Produce Exchange.

Kaoliang-Millet.

Next to beans, kaoliang is the most important cereal product of South Manchuria. This plant, which is a species of sorghum, somewhat resembles Western Indian corn. The seeds are sown in the spring and the plant which produces a large hard stalk grows to a height of 8 to 10 feet. The seeds, which are small and red when ripe, are developed on the very tip of the plant in the form of a crown or tassel. Millet or kaoliang seed is the staple food of the great mass of the peasantry of the country, as is rice in Southern China. It is also fed to horses, cattle and pigs, and the stalks and leaves are used for firewood. In Manchurian domestic economy, millet is without doubt the most valuable of all the products of the country.

Kaoliang Spirit—Samshu.

One of the most common uses of kaoliang seed is in the production of the well known Chinese spirit known as "Samshu." The South Manchuria Railway Company has a portion of their experimental work, a laboratory devoted to this product, and also a native distillatory in full operation. The process is interesting from the very simple and primitive method of distillation employed. The whole secret rests however in the application of the ferment. The process is very ancient and has been evolved not from any scientific knowledge of the subject, but from secrets and observation.

The distillation of Samshu is extensively carried on at many points throughout the whole of South Manchuria. The simple method of distillation enables the spirit to be produced very cheaply, and it is consumed by the Chinese everywhere. It is a dreadful spirit, contains about 75 per cent of alcohol, and is much worse in taste and fieryness than Vodka.

The total annual production of Samshu in South Manchuria is estimated to be 400,000 Koku (1,600,000 gallons).

Beans.

The soya beans of Manchuria have many times been referred to in trade reports from China, but a personal visit to the Port of Dairen makes it possible to give more full information regarding this valuable and interesting industry, than has previously been the case.

Soya beans are the great staple product of South Manchuria, as wheat is of the Canadian West. The operations of the Dairen Produce Exchange are concerned with transactions in beans, the same as the Winnipeg Grain Exchange is with wheat. Futures in beans are dealt in in the same manner as wheat or corn in Chicago, with the additional product bean 'cake, as another speculative commodity.

Bean Oil.

Leaving the question of the cultivation of beans in Manchuria, which was pretty fully reported in *Weekly Bulletin* No. 650 of July 10, 1916, the manner of the extraction of the oil from the beans may be considered, for notwithstanding that

wonderful properties have been attributed to soya beans, many of which are as yet commercially impracticable, the fact is, that the oil is by far the most valuable property; the oil and the resultant bean cake from which the oil has been extracted.

Soya beans are estimated to contain from 9 to 10 per cent of oil, and its extraction has been a leading industry in different parts of China for many years, but within recent times and at the present day, the wonderful advances which have been made in organic chemistry and the increased employment of oils and fats in the world's industrial and domestic economy, has been the cause of vastly increasing the industry and output, and the product which a few years ago was almost wholly consumed locally now meets with a demand in all the markets of Europe and America.

Oil Mills.

The method of extracting the oil from beans is still carried on in many districts by the old primitive mills with which the Chinese have been familiar for many years, and in spite of the fact that large modern steam mills are in operation at different points, the great bulk of the oil produced in Manchuria is still being expressed from the beans by the old-fashioned mills. A description of the hand process of extraction has already been given in the *Weekly Bulletin* of July 10, 1916, referred to above. It now only remains to describe the operations of a modern oil mill, equipped with machinery and operated by steam power.

The Nishin Bean Mill at Dairen is one of the latter. This mill crushes 180 tons of beans per day, this represents 18 tons of oil and 6,000 pieces of bean cake. A Chinese mill adjoining, crushes 120 tons of beans daily, the output being 12 tons of oil and 4,000 pieces of bean cake. This mill operates 36 steam presses, each press holding 13 rings one above the other.

Method of Extraction.

The operations of a bean mill for extracting oil are extremely simple, and no complicated machinery is required. The beans are taken from the sacks as they come from the farmers. (1) They are first slightly heated (2) and are then conveyed to steel rollers and pressed into flakes. (3) The flakes are now put into a large kettle and covered with marsh grass or hay, and steam is turned on for 10 or 15 minutes, (4) this enables the flakes to be loosely moulded into cakes of the required size and weight. (5) The cakes are then placed in the press 12 to 15 in each press, one above the other. The presses are made of steel, and are very strong, particularly the top portion. Steam is turned on in each press from beneath, and pressure is exerted from below upwards. The oil is seen to trickle down the sides of the cakes and falls into a tank below, from which it is conducted by pipes beneath the floor to other storage tanks.

Trade in Beans and Bean Products.

Total arrival of beans at Dairen during August, 1917.	tons.	36,594
" arrivals from April 1, 1917, to August 31, 1917.	"	298,287

From Customs returns for the Port of Dairen for the year 1916 the total export trade of beans and bean products for that year were as follows:—

Total Export—	Hk. Tls.
Beans.	7,478,244
Bean cake.	25,064,153
" oil.	8,324,719
	40,867,116

At an average exchange of .75 cents, this represents about \$30,000,000 Canadian currency. Of the total exports of bean oil with the exception of Taels 65,000 in value which was shipped to other Chinese ports, all was sent to foreign countries, principally the United States.

Other Enterprises.

Space will not permit of more than brief mention of the further experimental work of the South Manchuria Railway's industrial laboratories, all of which is interesting and valuable. The experiments being made with wild silk in the way of bleaching, in order to produce a white or nearly white fabric, and of weaving the same in fancy patterns and striped effects, if successful, must go far to revolutionize the wild-silk industry. The manufacture of tiles and pottery is also receiving much attention, as well as glass making, to which the territory is well adapted. The production of cement also promises to be an important industry, and in the field of agriculture, fruit-growing and the cultivation of sugar beets are receiving much attention.

Future Prospects.

Measuring the progress which has been made in the productive capacity of South Manchuria and the trade of the port of Dairen for the past ten years, it is not difficult to speculate upon the future prospects of the territory. As yet only a fraction of the land is under cultivation, and up to recent times industries of every kind, even that of coal mining, were practically non-existent. The territory is capable of supporting a vast population not only of agriculturalists, but of those engaged in other productive industries, and with the well-directed enterprise and Government assistance now being afforded, South Manchuria should greatly develop, and the trade of Dairen correspondingly increase. As far as one's observations can extend, the future of both the port and territory appear to be exceedingly bright.

BRITISH MARKET FOR MACARONI AND MAPLE SYRUP.

Mr. J. Forsyth Smith, in his reports of September 27, 1917, from Glasgow and Liverpool, writes that a number of inquiries have been made for Canadian macaroni from importers in the Glasgow and Liverpool districts, to replace supplies previously obtained from Italy and France. They wish to get in touch with new sources of supply on account of the embargo on the export of the Italian product. In 1913, 5,124 cwts. of macaroni were imported from France, 57,667 cwts. from Italy, and 524 cwts. from other countries. In 1916, 1,487 cwts. were imported from France, 47,958 cwts. from Italy, and 251 cwts. from other countries. All the macaroni that now reaches Scotland comes from the United States and Canada and local importers are much interested in getting into touch with exporters.

Importers of maple syrup in Liverpool and Glasgow who have been obtaining shipments from the United States, express a desire to get into communication with Canadian sources of supply, with a view to future business, though present high prices may prevent immediate purchases. Canadian maple syrup has hitherto been imported into Scotland in very small quantities, purchases being made usually through London.

Several inquiries regarding Canadian macaroni and maple syrup have already been published in the *Weekly Bulletin*. Addresses of inquiries for macaroni and maple syrup may be obtained from the Commercial Intelligence Branch of the Department of Trade and Commerce.

SOUTH AFRICAN EXPORTS AND INDUSTRIES.

In his report of August 25, 1917, Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, says:—

As a sign of the times and the outlook for export from South Africa in the future and a development of the local industries now and after the war, it will no doubt be interesting to Canadian readers to quote some remarks made by Mr. Warrington-Smythe, Secretary for Mines and Industries of the Union Government. Speaking on a motion at the Agricultural Union Congress in regard to trade development, Mr. Smythe said that the question had been very considered by his department and the Industries Advisory Board had mooted a proposal of sending a Commissioner of Inquiry to some possible markets in the Southern Hemisphere, and it was possible that action would be taken in that direction. It must strike every one who looked at the map that South Africa was at a great disadvantage in regard to competing in the European market in certain classes of goods because of its distance. But, at the same time it was singularly well placed for certain very large possible markets in the future. There were certain products which we might very well be able to send to Australia, or still more so to the great and growing country of South America. South Africa would be well advised to keep a close eye on South America. The advanced and progressive railway policy of the Republics of that continent was well known. The mileage was very great, the country was enormous and the population growing, so that the railway demands of the future were bound to grow very largely. The future of South America was certainly to be one of great advancement. Its export would be very largely to Europe, and it was very possible that South Africa with its iron and coal, and so on, would be able to find a footing in South American markets, in assisting them to carry their railway programme forward, especially on the side of the importation of metal. Certainly South America was a possible market for South Africa, for we were very well placed geographically, and there were various products which we hoped to be able to produce at sufficiently low cost to enable us to compete on the American continent as well as on the European.

There were also certain parts on the shores of the Indian ocean where we should be able to secure markets for certain goods. There was no reason why we should not draw cocoa and cocoanuts produced in those countries to South Africa, to be utilized in our chemical works and factories. Continuing, Mr. Smythe said that the government was considering sending a Commissioner to East Africa as soon as conditions justified it. But in regard to East Africa, it must be remembered that what had been German East Africa was a tropical country, and so far the interior trade of the place had been captured by Indians. Whether it would be possible for South Africa at any future time to go into this trade he did not know. We had to realize that this was a native trade, a trade which the Indian merchant was peculiarly able to exploit to his own advantage. He doubted whether German East Africa would ever be a consumer, so far as South Africa was concerned, except in certain classes of foodstuffs, which were not produced there. Generally speaking, we would find there was not much room there, for the Indian trade was so widespread, their banking arrangements so complete, and their financial tentacles so covered the country, that it would be difficult for a white trader to get in. Our coal, however, would find a market in Arabia, East Africa and India. It was superior to the Bengal coal for steaming purposes, and this was the only competitor to-day. Of course, after the war, and when the Suez canal was working in full order again, Europe would be competing with us, but there would always be the extra charge of the canal dues against the European exporter, and if we had sufficient shipping in our own hemisphere we

should be able to compete with the Suez Canal route as regards our products in the East. Our own products naturally still needed development, but he had every hope that one of these days we should have an extensive trade across the short stretch of water between us and South America.

BRITISH BOYS AND GIRLS FROM CHINA COMING TO CANADA.

Mr. J. W. Ross, the Canadian Trade Commissioner in Shanghai, China, having learned that on account of the war, boys of British parents in China could not be conveniently sent to England to attend school brought to the attention of their parents the fact that there is an excellent boys' school in Victoria, B.C. As a result over thirty inquiries have been received from British parents asking for information about this Canadian school. Two boys have already gone from Shanghai to Victoria and others will go at the beginning of the year. Mr. J. W. Ross writes: "This is the first instance that I know of when boys of English parents resident in the East have been sent elsewhere than to England to be educated. I am also receiving inquiries regarding Canadian girls' schools and expect that before long the daughters of some of the British residents in China will be attending school in Victoria, B.C. If British Columbia will rise to the occasion and assiduously cultivate this part of the world, to my mind a wonderful opportunity is presented; not only in respect to trade and shipping, but with students, visitors, tourists and finally permanent residents, capitalists and settlers."

VICTORIAN TRADE IN IMPORTED TIMBER.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, September 26, 1917.

Victoria is the only state in which annual statistical returns of timber are compiled. While the figures given are only applicable to one state, they are indicative of the decreases in the importation, consumption and stocks held in all the Australian states. The Victorian returns show a consumption of 61,217,000 superficial feet compared with 93,177,000 feet for the preceding year, a decrease of 34 per cent.

With the exception of New Zealand kauri pine decreases in consumption are shown in all imported lines of timber.

Particulars of imports and consumption for the year ended on June 30, 1917, stocks held on that date, together with comparative figures for the previous year, are as follows:—

	IMPORTS.	
	1915-16. Ft. super.	1916-17. Ft. super.
Red deals	2,320,000	—
Dressed flooring, lining and weatherboards	19,235,000	1,671,000
Spruce and hemlock	711,000	668,000
Oregon	22,378,000	12,256,000
Sugar and yellow pine	1,389,000	704,000
Redwood	11,773,000	2,909,000
American shelving	33,000	19,000
New Zealand kauri	4,255,000	3,883,000
White pine and rimu	23,697,000	15,798,000
Clear pine	61,000	18,000
Pacific pine	2,034,000	—
Total	87,886,000	37,926,000

CONSUMPTION.

Red deals..	1,397,000	921,000
Dressed flooring, lining and weatherboards.. . .	24,460,000	12,545,000
Spruce and hemlock..	2,711,000	1,069,000
Oregon..	25,416,000	15,064,000
Sugar and yellow pine..	1,896,000	1,112,000
Redwood..	8,967,000	6,584,000
American shelving..	48,000	27,000
New Zealand kauri..	3,983,000	4,902,000
White pine and rimu..	22,156,000	18,728,000
Clear pine..	59,000	20,000
Pacific pine..	2,084,000	245,000
Total..	93,177,000	61,217,000

STOCKS.

	June 30	
	1916.	1917.
Red deals..	2,786,000	1,865,000
Dressed flooring, lining and weatherboards.. . .	18,350,000	7,476,000
Spruce and hemlock..	996,000	595,000
Oregon..	6,650,000	3,842,000
Sugar and yellow pine..	2,308,000	1,900,000
Redwood..	7,226,000	3,551,000
American shelving..	47,000	39,000
New Zealand kauri..	5,521,000	4,502,000
White pine and rimu..	11,044,000	8,114,000
Clear pine..	48,000	46,000
Pacific pine..	245,000	—
Total..	55,221,000	31,930,000

Importations of American laths and pickets were 4,499,000 pieces and 441,000 pieces respectively for 1916-17, as against 11,630,000 pieces and 752,000 pieces for 1915-16.

CONSUMPTION OF MACARONI AND VERMICELLI IN THE BRITISH WEST INDIES.

Mr. E. H. S. Flood, Canadian Trade Commissioner in the British West Indies writes as follows regarding the demand for macaroni in the British West India Colonies: With the exception of Trinidad and the Leeward Islands, macaroni and vermicelli imports are not classified separately in the blue books. Throughout the West Indies macaroni is served at the hotels and it is generally offered for sale by grocers. In Trinidad and the Leeward Islands the imports are given as follows:—

Trinidad, 1916—		Lb.
United Kingdom..	2,110	68
British North America..	125	2
United States..	11,651	216
Other countries..	3,010	78
Leeward Island, 1915—		
United Kingdom.. . . . .	.....	27
United States.. . . . .	.....	76
Other countries.. . . . .	.....	61

The leading grocers of Barbados all carry stocks of macaroni and vermicelli. Their supply is coming from the United States.

LIVERPOOL COMMERCIAL LIBRARY.

Mr. J. Forsyth Smith, Canadian Trade Commissioner, Liverpool, under date September 27, 1917, writes:—

“Liverpool has just opened a Commercial Reference Library, which will prove of considerable value to business men, in furnishing them with ready access to the latest and most important printed matter appertaining to commerce and trade, trade directories, British and foreign, Imperial and Dominion parliamentary reports, statistical abstracts, diplomatic and consular reports, trade periodicals, etc.

“Arrangements have been made so that Canada is fully represented on the shelves of the library, the Export Directory of Canada, the Canadian Trade Index, the reports of the Department of Trade and Commerce, and a number of trade journals having been furnished from this office.

“A loose-leaf book has also been supplied containing trade inquiries from Canada, which are available for reference as they are received. This furnishes a ready means of publicity that will be of increasing value as the number of inquiries increases, and it is hoped that Canadian exporters will take full advantage of the facilities thus afforded by forwarding to this office timely information as to commodities for which they desire an export market.”

GERMANY'S EXPORTS.

DEPENDENCE ON THE MARKETS OF THE ALLIES.

(The London Times Trade Supplement, from a Correspondent.)

In 1913 Germany's export trade amounted to the record figure of £504,000,000. During three months in the year her exports actually exceeded her imports, and over the whole period were only some £31,000,000 less than the total imports of 1913. This was a remarkable result when compared with the trade figures of other leading nations.

The satisfaction which the German trade figures engendered was probably superficial; an analysis shows that the favourable balance of exports was partly due to an increase in exports of coal and agricultural produce, and not entirely to manufactured goods. But this does not do away with the immense importance of the figures in the eyes of Germany. They were the fruit of an economic policy carefully pursued, a policy which demands concentration on foreign markets, with export trade encouraged by every possible means—syndication of industries, bounties, and specially low railway rates for export goods.

To-day Germany is anxiously calculating her chances of regaining her former markets, and to that end is proceeding apace to organize her leading industries on an even larger scale than before. Syndication—compulsory or voluntary—is the order of the day, and though voices here and there are raised against the dangers of a bureaucracy in industry, most seem to regard the process as inevitable if Germany is to recapture an appreciable amount of her former trade.

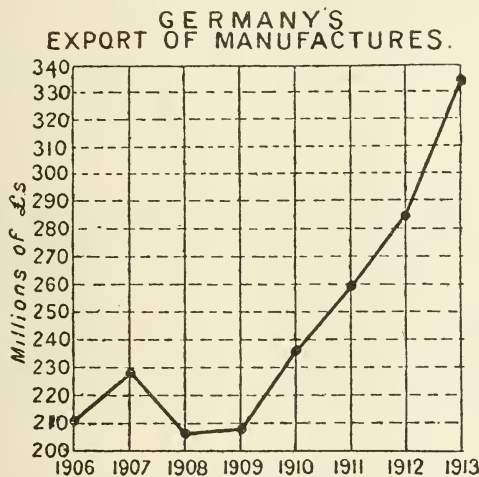
ANALYSIS BY COUNTRIES.

Reliable figures have been obtained showing the trade of Germany by countries in 1913, and these are of very great interest. If we divide the countries into groups

according to their official attitude in the war, we get the following result (figures to nearest million): Exports of Germany to the British Empire £95,000,000, or 19 per cent; to our allies, £208,000,000, or 41 per cent; to neutrals, £137,000,000, or 27 per cent; to her allies or former colonies, £64,000,000, or 13 per cent.

Germany's best customers were the United Kingdom, Austria-Hungary, Russia, France, and the United States, in the order named; these five took together just about half her exports. France's exports to Germany were not so great as those of the other countries, each of which did a total trade with Germany of over £100,000,000. In her trade with this country Germany's exports far exceeded her imports, the respective figures being £72,000,000 against £44,000,000. This excess of exports was marked also in the case of France and Austria-Hungary, and, indeed, for most of the industrial nations. Russia and the United States were the prominent countries which sent more to Germany than they received, the debit balance on the year in the case of United States being as much as £50,000,000.

In the chart below of Germany's exports of manufactured articles since 1906 the figures include cotton, linen, hemp, silk and wool manufactures, wearing apparel, leather, prepared hides, furs, metal wares, machinery and instruments, railway rolling stock, arms and ammunition, earthenware, porcelain, glassware, manufactured oils, chemicals, refined mineral oils, wood carvings, paper and manufactures, small fancy wares, books, pictures, etc. The figures do not include foodstuffs, raw materials, and partly manufactured articles—*e.g.*, ores, crude oils, chemicals, manures, wood and other pulp, etc.



IRON AND STEEL.

The largest group of exports in the German returns is that falling under the heading "iron and iron alloys." Here are included practically all manufactures of iron and steel except machinery, including rough castings, sheets, plates, wire, tubing, constructional ironwork, rails, and hardware, and these together represented in 1913 an export value of close on £70,000,000. In every item a large proportion went to the British Empire, but in one or two cases the figures are so high as to warrant special notice. In the group comprising "rough blooms, puddled bars, ingots, slabs, billets under 5 inches square, crucible steel in blocks," out of a total export of 700,000 tons the United Kingdom took just under 500,000. Exports of malleable iron girders amounted to 450,000 tons, of which this country took 89,000 tons, and the rest of the Empire accounted for 50,000. In other varieties of shape iron, of a total of 1,200,000 tons 150,000 went to the United Kingdom and 100,000 to India.

It is noteworthy that these products were all controlled by the Stahlwerks Verband, the semi-manufactured goods coming under group A of this syndicate, and the finished products under group B. In the case of plates and sheets there were again large consignments to the Empire, while in the case of wire one-third of the total of



plain wire, which amounted to 270,000 tons, and one-fifth of the total of galvanized wire, which amounted to 185,000 tons, were shipped to the United Kingdom, while Canada, Australia, and South Africa took large quantities of the remainder. In the case of tubes this country took 30,000 tons out of a total of 200,000. Australia took 50 per cent of the exports of wire netting, while barbed wire for fencing was exported in large quantities to the United Kingdom, South Africa, and Australia, and still more to Brazil, Argentina, and Chile. In wire tacks the United Kingdom again came first with 23,000 tons out of a total of 63,000.

South American countries figure prominently in the countries importing these classes of goods, particularly in the case of constructional pieces, and Russia took huge consignments of boilers, hand ploughs, and other agricultural tools. Rough castings for machinery, railway and tramway rails were sent all over Europe. Hollowware of sheet iron was sent to a very large number of markets, both North and South America taking considerable supplies, but here again the British Empire proved the best customer, taking over one-fourth of the total of 31,000 tons. Cutlery and cast-iron cooking utensils, etc., also came in large quantities.

MACHINERY.

Next in importance in point of value were the exports of machinery and electrical products, representing nearly £50,000,000 in 1913, which had increased with great rapidity during the immediately preceding years. Of the group represented by machinery, 44 per cent was agricultural and 25 textile machinery, and the most interesting feature here is the practical monopoly which Germany had obtained in the Russian market. Natural conditions favoured her in having an almost unlimited market for heavy goods at her very door, but that she took full advantage of this is shown by the fact that 19 per cent of the total exports went to Russia, representing nearly 70 per cent of the Russian imports of this class of goods. In item after item of the statistical returns of Germany we find Russia easily heading the list of importing countries. Thus she took 30 per cent of Germany's export of hand-driven sewing machines (9,800 tons), 10,000 tons of thrashing machinery out of a total of 13,000 and about 50 per cent of the exports of agricultural machinery generally. She also imported large quantities of steam engines, milling and wood-working machinery, pumps, and lifting

machines. Brazil took 25 per cent of hydraulic power machinery exported, and South America generally was a good field, notably for locomotives and wood-working machines.

German electrical machinery, cables, and apparatus went everywhere from Spain to Japan; 56,000,000 electric incandescent lamps were sent out, Russia again being the chief customer.

South America was naturally a good market for dynamos, electric motors, etc. The total value of exports under this category was little short of £15,000,000.

In the case of vehicles of all kinds, Russia's comparative lack of railways made South America the chief market for goods wagons and the rest of Europe for passenger cars, but for motor-cars and wagons not requiring any railroad track Russia took first place, importing over 25 per cent of the total.

OTHER METALS.

In lead, tin, zinc, and copper wares the United Kingdom took a large proportion of the trade; in the case of tinfoil about 50 per cent came here, and in some of the lighter classes of goods, such as tin spoons, and cutlery, even the United States was a very good customer. It is well known that this country prior to the war was dependent on Germany for her zinc, her share of the exports of 105,000 tons being 42,500; while for zinc sheets the United Kingdom and South Africa between them took one-third of the exports. Brass rods, sheets, hollow-wares, etc., were exported to India to an extent of half the total of 22,000 tons, and copper wares of the same variety, besides going to India, found large markets in Italy and the Netherlands; 8,400 tons of wire for electro-technical purposes were exported, 2,300 tons finding their way to this country.

TEXTILES.

Germany's total exports of cotton manufactures amounted only to one-fifth of those of the United Kingdom, and only in silks did her textile trade exceed ours. The following figures give the comparative exports for 1913, calculated to the nearest £100,000:—

Goods.	United Kingdom Exports.	German Exports.
Cotton yarns and fabrics.	£127,200,000	£25,400,000
Woollen yarns and fabrics.	37,700,000	18,100,000
Silk yarns and fabrics.	2,200,000	8,300,000
Other textile yarns and fabrics.	14,800,000	2,600,000
Apparel.	9,700,000	6,600,000

Though in the finer counts of cotton yarns Germany cannot compete with Lancashire, she sent considerable exports of coarser counts and of close-woven cotton tissues to the United Kingdom and other parts of the Empire. Velvets and plush were also exported in considerable quantities, while the already large trade in knitted cotton gloves, hosiery, and underclothing showed further increases in 1913. The exports of gloves and hair nets and of hosiery were respectively 2,500 and 8,300 tons (chiefly to this country and the States), while of 6,700 tons of underclothing sent out the United Kingdom took 4,000 tons, India and Australia also importing considerable quantities. Lace tulle and embroidery were also imported into this country very largely, the total exports in this class being over 4,000 tons, and of this considerably over 60 per cent went to the British Empire and the United States.

Very similar varieties of goods figured in the exports of other textiles. Woollens for clothing, oil-press cloths, etc., formed the largest item of their class, 23,000 tons being exported (3,600 tons to the United Kingdom and 1,300 to India). Velvets and plush to the extent of nearly 900 tons out of a total of 2,400 came to this country, which also took over one-third of the exports of knitted wares and underclothing. A

large proportion of the exports of carpets was taken by the United Kingdom. Germany sent out 95 tons of silk gloves, 330 tons of silk stockings and knitted wares, and about 4,800 tons of silk lace, trimmings, and embroidery. The United Kingdom took roughly about 30 per cent of these goods, the United States being also a large buyer. In case of linen tissues the States were the biggest importers.

Holland, Denmark, and Switzerland took large quantities of German-manufactured clothing, both the finer silk wares and ordinary woollen and cotton made-up goods. Here again, however, the United Kingdom imported a large percentage; the United States took the largest share in the exports of linoleum, and wall paper, neutral Europe being also supplied with big quantities. Bookbinders' cloth and felt hat shapes came chiefly to the United Kingdom.

CHEMICALS, ETC.

Under this group in the German statistics come chemicals and pharmaceutical products, colours and dyes, representing an export trade of nearly £50,000,000, and one moreover which had increased with extraordinary rapidity until 1913. The chemical industry, by reason of the exceptionally high profits made, attracted a very large amount of new capital in that year, and the exports showed corresponding increases over previous figures. It is impossible to specify the various items in detail, but one or two outstanding instances will serve as an indication. The exports of potash increased from 127,000 tons in 1912 to 163,500 tons in 1913. Chloride of potassium amounted to nearly 400,000 tons, and fertilizing salts to 461,000 tons, nearly 50 per cent of which went to the United States. Artificial indigo increased in one year from 25,000 to 33,000 tons, two-thirds of which went to China. Aniline, alizarine, and other coal tar dyes amounted to about 75,000 tons, the United Kingdom and India taking very large supplies. The United Kingdom also took 50 per cent of the white lead exports and nearly 30 per cent of the large amounts of zinc oxide and lithopone. Over 1,000,000 tons of artificial manures, chiefly made up of Thomas phosphate meal obtained from the steel industry, were sent out of Germany in 1913. The exports of prepared medicines were valued at £5,000,000; Austria-Hungary and Russia were the largest importers, but large consignments were sent to all parts of Europe, America, and the Far East.

GLASS.

The exports of glassware in 1913 were valued at £7,000,000 and those of earthenware at £5,600,000. Exports of hollow glassware, natural coloured, amounted to 117,000 tons, of which the United Kingdom took 24,000 and the rest of the Empire about 13,500 tons; the United Kingdom's share of the imports of white transparent ware, lamp glasses, and other pressed glassware was even larger, being nearly one-third. Plate and sheet glass was exported up to 15,000 tons, over 4,500 coming to this country. A large variety of markets was served with glassware, the United States taking a specially high proportion of the optical glass.

LEATHER.

Exports in this section amounted to £27,600,000, nearly half being represented by leather, and the remainder by leather wares and furriers' goods. Out of 16,000 tons of heavy upper and sole leather this country took over 4,000. Lighter glove leathers and glaze kid went largely to the United States.

PAPER.

This trade in 1913 represented an export valued at £13,000,000, a considerable increase on the previous year's total. Chemical wood pulp, straw, esparto, and other vegetable fibres were exported to the extent of 180,000 tons, France, the United Kingdom, United States, Italy, and Belgium being the chief importers. The United King-

dom took 32,000 tons out of a total of 85,000 tons of packing paper, 16,000 tons out of 69,000 printing paper, and 3,300 tons out of 14,000 cardboard. Other large items were 18,000 tons of writing paper (chiefly to Netherlands, Brazil, Belgium, the United Kingdom, Switzerland, and Argentina), and 23,000 tons of coloured paper, 6,000 tons of which went to the United Kingdom—Argentina and Japan being the next largest importers. Picture postcards, wall paper, envelopes, exercise books, and miscellaneous paper wares all show big figures, the exports being distributed over a wide area.

MISCELLANEOUS.

No fewer than 57 million incandescent mantles were exported, and 60 per cent of these went to the United Kingdom. Wooden manufactures such as window frames, mouldings, brooms and brushes also found a market here. Carbons for electric lamps, electrodes, etc., were exported to the extent of 13,000 tons, the Allies figuring prominently in the list of importing nations. The United Kingdom took 50 per cent of Germany's exports of cheap watches and about 30 per cent of clocks. Imitation gilt jewelry and similar wares amounted to £700,000 worth, silvered wares being £90,000; these articles found big markets in Europe and South America. Germany sent out 76,000 pianos in 1913; the United Kingdom was the largest purchaser, taking 25 per cent, while Australia came next with 12½ per cent. Violins were sent to the States chiefly.

UNITED KINGDOM HOME GROWN SUPPLIES AND FOREIGN SHIPPERS.

(The Timber Trades Journal.)

Among the many surprises engendered by the war zone none is, perhaps, more singular than the development of the home timber supply. It was evident from the first that higher prices would stimulate productivity, but we venture to think that none in the trade had any conception of the vastness of our home resources or would have believed in the possibility of our power to render them available for more than a modicum of the country's needs. Least of all could it have been imagined that British-grown wood was capable of making good, to more than an inappreciable degree, any deficiency in the foreign import. It is not our intention here to deal with the optimistic announcement in the early part of the year of the Government's intention to make the country altogether independent of foreign shipments. It was recognized by all, with any experience in the practical part of our trade, that there was no possibility of felling British forest timber with the sap rising in the spring and of producing from it in the course of a few weeks flooring boards, packing-cases, butter-boxes, or what not besides, an idea which undoubtedly prevailed in certain influential quarters. But, on the other hand, none dreamt that the stimulus of high prices could conjure up the enormous quantity of serviceable wood which it undoubtedly has done. It is scarcely necessary to point out that without the help of the official control and the power it possessed to commandeer forests, regulate prices and supervise, wholly or partly, saw-milling establishments, the results obtained would not have been secured.

We have been courteously supplied with figures that will elucidate the present position, and will certainly prove of the greatest interest to those of our readers desirous of information in regard to the future.

In 1915 we imported some 4,500,000 loads of softwood, a quantity which was diminished in 1916 by 1,000,000 loads. This year a drastic reduction has taken place, and it is estimated that the total import will not exceed 1,200,000 loads, when shipments are completed. The requirements of the country may be put at anything between 2,400,000 loads and 2,700,000 loads, of which our home timber will provide 1,200,000 loads, or in other words, a quantity equal to that of the imports! We find,

therefore, that, if the country's wants can be satisfied with 2,400,000 loads, sufficient provision has already been made for all demands really imperative.

It must be borne in mind that these wants are more likely to diminish than to increase owing to the efficient control now exercised, and to the effect of the various efforts made to economize in the use of wood for packing-cases and similar material. No estimate is available, we believe, as to the extent of the saving so affected, but we happen to know that in case-boards alone, the quantity of wood used for Army stores and munitions has been reduced by several thousand standards per month without any detriment to efficiency. This economy is likely to bring about still greater results, as the support it receives in the shape of returns from the front gradually increases, and in this direction, we are of opinion, much remains to be done. It will be seen from the statistics issued at the beginning of this month by Foy, Morgan & Co. that attention seems to have been specially paid to the supply of manufactured wood, as the stocks of flooring at the Surrey docks amounted to 6,842,739 pieces, and is estimated to last us for another twenty months at the present rate of consumption, while we have a supply of rough boards equal to a demand of nine months, in spite of the fact that the consumption appears to be considerably larger than it has been at any time since 1912.

These figures will furnish food for reflection in many directions, especially in Scandinavia, and will explain the absence of eagerness to purchase further large quantities which has been apparent in official quarters. The foreign shipper is apt to believe such an attitude as one of calculated policy, whereas, did he know us better, he would be aware that calculated policy seldom makes its influence felt in British dealings, whether official or otherwise. From what we can gather from the Swedish trade papers the opinion seems general among Scandinavian exporters that those responsible for our wood supply, whether official buyers or private importers, are now engaged in some huge system of "bluff," and that it is only necessary for the aforesaid exporters to remain indifferent to what is going on and await the time when they will be able to obtain anything they choose to demand. If this be the case, we think that there is a strong probability of their proving mistaken, but naturally this is a view that we cannot press too strongly upon them whether they be Scandinavian sawmillers or ship-owners. Time alone can solve the problem, and time is getting on. In another six weeks we shall be within measurable distance of the close of navigation in the northern ports of the Gulf of Bothnia. If no move be made in the immediate future towards obtaining shiproom and despatching boats through territorial waters to a convenient port on the Swedish or Norwegian West Coast, whence a passage to Great Britain can be secured, the opportunity of obtaining a price for their wood, which in any case should prove satisfactory, will be lost as far as this year is concerned. Our friend in Scandinavia must be beginning to realize that the situation, as between seller and consumer, is a vastly different one as compared with last year, now that home timber is supplying fifty to sixty per cent of the country's requirements.

Another factor, unconnected with the question of British timber, has, nevertheless, to be taken seriously into account in any estimate of our wood supply. We refer to the increased shipments that may be expected from Canadian ports. For various reasons, which it would not be politic to discuss, the export from the Dominion was restricted or controlled to an extent which seriously hampered shippers. Some of these regulations have been withdrawn, others modified, while the entrance of the United States on the side of the Allies has set free a portion of our fleet to safeguard further our Western route. A certain amount of room has now been allotted to wood in one or more of the liners trading with this country, while greater facilities have been given to shippers to secure space in ordinary vessels. We may confidently expect a material increase in the Canadian supply as the result.

The situation as regards pit-props is also reassuring. The production from home-grown wood will, it is estimated, amount to at least 3,000,000 tons, besides which we have to take into account the large stocks possessed by the Government and our collieries. Except in South Wales there seems no evidence of any shortage.

THE UTILIZATION OF STRAW FOR PAPER-MAKING IN SCOTLAND.

Mr. J. Forsyth Smith, Acting Canadian Trade Commissioner, Glasgow, has included in his report of September 27, 1917, the following memorandum on the utilization of straw for paper-making, prepared by Dr. Tocher, consulting chemist to the Highland and Agricultural Society of Scotland:—

"In considering the problem of the better utilization of straw, it would be well in the first place to make a rough estimate of the amount of straw produced annually from oats, barley, and wheat throughout Scotland. The total area under oats in 1915 was 982,000 acres; under barley, 149,000 acres; and under wheat, 77,000 acres. We should thus expect on an average at least about 1,200,000 tons of straw annually. It appears that the board of agriculture for Scotland desires that about 350,000 additional acres should be brought into cultivation during 1918. If this area were entirely grain-producing it would mean that 420,000 additional tons of straw would be available at the fall of 1918, and have to be utilized in some way or other.

"It has been suggested that if straw were rendered more digestible, a greater quantity of it would be used for feeding purposes. In this connection it would be well to state that a process for rendering straw more digestible was patented some years ago, but it does not seem to have been taken much advantage of. Under this patent straw was treated with a weak solution of caustic soda and heated under pressure for about 60 hours. The effect of the soda under these conditions was to dissolve the encrusting material of the straw, and a great deal of the soda was itself used up by the acid formed during steam pressure. The organic matter of oat straw treated in this way showed a digestibility coefficient of 60 per cent, as against 40 per cent for the original straw. Digestion of straw by soda in large boilers under pressure could be undertaken by farmers themselves, or as a side line, either by manufacturers of feeding stuffs or by others who would be willing to use the capital necessary for such a purpose.

PAPER-MAKING PURPOSES—SCOTTISH EXPERIMENTS.

"It is well known that straw can be quite readily utilized for paper-making purposes, along with rags, wood pulp, and esparto grass, and has been so utilized on the Continent for many years. Its use in this country, however, has been largely curtailed owing to the irregularities of the supply and to the fluctuations in price. Prior to the outbreak of war the supply of esparto was quite regular and ample, and the grass was obtainable at more or less regular and moderate prices. Esparto and wood pulp have been the raw material most largely used hitherto in the manufacture of cheap writing papers and of the better class of printing papers. Paper manufacturers see no reason why straw should not be much more largely used in the manufacture of various grades of paper, provided constant supplies can be obtained, and provided also that farmers would take the trouble to keep straw reasonably free from the stalks of docks, thistles, and similar plants. These weeds are the cause of great trouble in preparing straw pulp, and their presence in straw raises the cost of production. While paper generally is made from any two or from a mixture of all three of these constituents, namely, rags, wood pulp, and esparto, still the finest qualities are made entirely from rags. Straw pulp may be looked upon as a substitute for esparto, although it does not seem probable that straw can ever entirely supersede esparto, the ideal fibre in paper making. The best quality of straw pulp could be freely used in the hardening of ordinary writing paper, which is largely composed of wood and esparto pulps, but which could be made entirely from wood and straw pulps.

"It may be of interest to state that experiments were recently carried out in two Scottish mills for the purpose of determining the yield and of testing the utility of pulp obtained from straw. Both wheat straw and oat straw were tested, and fairly satisfactory results were obtained. In one of the tests docks and thistles gave trouble. In the other test the strainings after bleaching were found to consist of binder twine, which is waste material not usable by paper manufacturers, but which could be utilized in making straw boards or for other purposes. A yield of pulp was obtained from oat straw equal to 35 per cent of the weight of bone-dry straw. Oat straw is not quite so knotty as wheat straw, and therefore is less difficult to handle from the point of view of the paper manufacturer. The adoption of straw instead of esparto as a source of pulp in paper-making would materially aid in the utilization of straw, but it is unlikely that the whole surplus of a season could be used up by paper-makers.

"The regulations of the army council, which came into force on February 15, 1916, have been modified in order to permit the utilization of straw for other purposes than as fodder for cattle and horses. There should now, therefore, be no difficulty in using all the straw produced in Scotland.

STRAWBOARD MANUFACTURE—A NITROGEN GATHERER.

"Among the possible consumers of straw we must include not only paper manufacturers but also strawboard manufacturers. Up to the present time this country has taken its supplies of strawboard entirely from abroad, mainly from Holland and Belgium, the cost prior to 1914 being about £7 (nearly \$35) per ton. If any can be got at the present time, the price would run about £11 (roughly \$55) per ton. The utilization of straw for strawboard could be effected by paper manufacturers if they cared to augment their present machinery. The cheapest strawboards are made from straw and waste material, and it seems manufacturers in this country have been unable to compete with continental manufacturers. Boards for more expensive books are of British manufacture. It should be possible for manufacturers in this country to adapt themselves to the new circumstances, and to turn out suitable strawboards such as are found on the covers of all ordinary books. The proportion of straw used in the manufacture of strawboard would be very much greater than that used in the manufacture of paper on account of the variety of uses of strawboard. While therefore a certain amount of straw for paper-making would be utilized, strawboard manufacture is the practical outlet for the expected surplus.

"It seems desirable to mention in connection with the utilization of straw its possible value as an agent in increasing a growth of azotobacter and other nitrogen-fixing organisms naturally present in the soil. The mineral and vegetable constituents of straw have been found to promote a rapid growth of azotobacter. Experiments with straw alone and with straw containing about one part of arsenic in 100,000 parts have been found to give interesting and valuable results, and in particular confirm previous results as to the value of arsenic as a stimulant. There was a distinct increase in the amount of nitrogen due to the rapid multiplication of these organizers. The further suggestion is therefore made that straw which can not be used for ordinary feeding purposes, and any surplus straw left over after the wants of agriculturalists, paper-makers, and strawboard makers have been fully supplied, should be used (1) in the making of a more digestible straw by means of soda solution, and (2) in the treatment of straw as an agent to promote the growth of nitrogen-fixing organisms for the purpose of transferring from the atmosphere to the soil an appreciable proportion of the valuable fertilizer constituent, nitrogen, in a form available for plant growth. If straw proved a suitable agent for accumulating nitrogen economically, then, if properly treated and properly stored, its value would increase and not decrease in keeping.

AUSTRALIAN COMMONWEALTH WAR AND OLD AGE PENSIONS.

FROM REPORT OF TRADE COMMISSIONER.

(Mr. D. H. Ross.)

MELBOURNE, September 26, 1917.

The liability of the Commonwealth in the matter of pensions is growing with rapidity. According to returns, the liability is already little short of £6,000,000, and at the present rate of increase it promises to exceed that sum by a large amount before the end of the financial year.

The war pensions alone now involve a liability of £1,933,798, and this sum is growing at the rate of more than £100,000 a month. In July the increase was £138,000 and in August it was £156,365. At this rate the war pensions will amount to more than £3,000,000 by the end of the financial year.

The following table shows the war pensions in force in the various states on August 31st:—

State—	Pensions Granted.	Annual Liability.
New South Wales.. . . .	17,251	655,706
Victoria.. . . .	19,782	652,673
Queensland.. . . .	5,576	202,326
South Australia.. . . .	5,821	185,175
Western Australia.. . . .	4,855	156,029
Tasmania.. . . .	2,411	81,889
Total.. . . .	55,696	£1,933,798

Other pensions are also growing steadily. Last year the old age and invalid pensions amounted to £3,452,849. This year it is estimated that they will advance to £3,830,000. This increase is, of course, abnormal, but a slight increase is nevertheless registered every year. There are now 94,166 persons in receipt of old age pensions in the Commonwealth, and 673 others whose claims are being considered. The invalid pensions in force total 27,450, and 491 claims are under consideration. While the pensions bill is steadily increasing, the maternity allowance claims continue to draw upon the revenue to the extent of more than £600,000 a year. Last year the amount disbursed in these allowances was £662,035.

CURRENT EVENTS OF INTEREST IN SOUTH AMERICA.

Mr. George Mallett, of Valparaiso, Chile, has submitted the following notes on trade happenings in South American Republics under date of September 24, 1917:—

Chile.

BRITISH CHAMBER OF COMMERCE.

I am pleased to report that the British colony here is forming what bids fair to be a substantial and properly organized British Chamber of Commerce.

The articles of association have been drawn up, and an application is being made through the Consul-General, to the Board of Trade, for incorporation in England.

The local council, executive and officers have been chosen amongst the heads of the leading British merchants and in order to be enabled to commence operations free of financial difficulties, a number of merchants have joined in the formation of a foundation fund, to meet expenses.

Subscribers to this fund will be enrolled as founders, and this distinction is open to all British merchants, companies, and others who wish to support the Chamber by giving a donation of £100.

The annual subscription is £10 for active members, £2 for associates resident in Chile, and £5 for associates resident elsewhere.

Communications should be addressed J. E. Martin, secretary, British Chamber of Commerce, Casilea 329, Valparaíso, Chile.

LATIN AMERICAN CHAMBER OF COMMERCE OF GREAT BRITAIN.

The Latin American Chamber of Commerce of Great Britain, which was talked about some months ago, is now an accomplished fact, and a handsome monthly bulletin with the title of *The British and Latin American Trade Gazette*, in English, Spanish, and Portuguese editions, is the outward and visible sign.

I have been appointed official correspondent for Chile, Peru, and Bolivia, to forward monthly cable and mail reports, etc., for publication in the *Gazette*.

COAL FOR THE STATE RAILWAYS.

Tenders are invited for the supply of 39,000 tons of coal for the North Central Railway, to be delivered as follows:—

5,000 tons to Chañaral at 600 tons per month or 1,100 bimonthly, from February next.

5,000 tons to Caldera at 600 tons per month or 1,500 tons bimonthly from May next.

3,500 tons to Huasco from 500 to 600 monthly or 1,000 tons bimonthly from March next.

4,000 tons to Los Vilos at 600 tons per month or 1,100 tons monthly from April.

10,000 tons to Papudo at 1,100 per month from January 1 next.

Central Railway.—Tenders are also invited for the supply of 408,000 tons of coal to be delivered as follows:—

138,000 tons in Valparaíso, 100,000 tons in San Antonio, 170,000 tons in Concepcion or other stations in the 3rd or 5th zones.

The coal must be delivered from the first fortnight of January, 1918, and the delivery must be at the rate of 8½ per cent of the total per month.

SALE OF NITRATE FIELDS.

A further group of nitrate fields has been offered for sale by public auction, realizing a total of \$13,523,217.27 gold of 18d. The minimum reserve price was \$6,971,215.27.

TRANSPORTATION OF THE HARVEST.

The railway council are taking steps to obtain in the United States a considerable amount of new rolling stock, while all disabled cars are being repaired locally with a view to grappling with the transport of the new harvest, which is at present estimated at 30 per cent above normal.

The Government transports, lent for the export of produce have been chartered at good prices. The *Rancagua* left on the 17th for New York via Panama, with a cargo of cereals. The *Angamos* will be leaving towards the end of the month, with a cargo of cereals for Brazil.

It is known that already 10,000 tons of wheat have been sold for delivery to Brazil. The first steamer of the new Brazil-Chile line which is due to arrive in about a fortnight's time has already got her return freight awaiting her.

Sugar Duties.—The Chamber of Deputies has passed the Bill for suppressing all import duties on sugar, whilst the war continues. This bill also prohibits the export of sugar from Chile.

CHILIAN CATTLE TRADE.

In the importation of live cattle Chile spent in 1911, 22 million pesos gold of 18d. In 1913 this had been reduced to 9 millions, in 1914 to 6 millions, in 1915 to 5 millions, and in 1916 to 4½ millions.

On the other hand exports of animal products have considerably increased as follows:—

	1913.	1914.	1915.	1916.
Live animals.	231,862	279,313	102,492	267,521
Meat, frozen and fresh	4,280,000	5,227,020	7,192,350	12,259,840
Wool and hair.	9,442,753	10,091,737	13,241,274	17,986,977
Hides, horns, hoofs.	6,572,070	3,821,752	6,262,092	5,440,168

SOUTH AMERICAN CATTLE CENSUS.

The following is an approximate census of the cattle in South America:—

	Head of Cattle.	Horses and Mules.	Sheep and Goats.	Pigs.
Argentina.	29,016,000	9,429,000	84,703,000	2,900,000
Chile.	1,900,000	512,000	5,210,000	170,000
Uruguay.	8,193,000	574,000	26,309,000	180,000
Paraguay.	3,500,000	191,000	246,000	21,000
Colombia.	2,800,000	598,000	1,107,000	2,300,000
Venezuela.	2,004,000	280,000	1,844,000	1,618,000
Brazil.	30,905,700	.....	.....	—

As this census was taken previous to the outbreak of war, it is safe to assume that the figures on the east coast will be considerably reduced owing to abnormal European and United States demands.

The following telegram was recently published: "Buenos Aires, September 20. The champion shorthorn bull, 'Best Duke,' belonging to Mr. Edward Healy, has been sold to Colonel Alfredo Urqueza for \$50,000. (Agr.)."

EXPORTATION OF OLD METALS.

The energetic promoters of the bill prohibiting the export of old metals, including iron, copper, lead, zinc, or their combinations, exhumed the measure from its temporary resting place in the Senate, and taking advantage of a favourable opportunity, transformed the project into a law of the Republic, which has just been finally approved by the Council of State.

ASSISTANCE TO NITRATE PRODUCERS.

With a view to securing a permanently steady output of nitrate, Congress has authorized advances of capital to all producers who promise to continue working up to \$4 per quintal (46 kilos) of nitrate ready for shipment. This law stands good for three years.

FACILITIES OF TRANSPORT FROM BOLIVIA.

With a view to facilitating transport of mineral from Bolivia, the Chilean Government has authorized the conceding of an extraordinary subsidy of \$1,200,000 to the Arica La Paz railway, for the acquisition of rolling stock.

PUBLIC WORKS.

Final authority was given two days ago for the spending of \$175,000 on the installation of the wireless telegraph stations of Huafo Island, (Gulf of Corcovada), Cape Raper (Peninsula de Tres Montes) and Evangelistes Islands (at the western entrance to the Straits of Magellan).

This will effectually complete the chain of wireless stations on the west coast of this continent and in co-operation with the outlying stations on Mocha island, and the Juan Fernandez group will keep watch over a vast expanse of the maritime trade routes of the Pacific.

Authority is also issued for the contracting by public tender for the construction of a mole for the defence of the city of Concepcion, against the rising floods of the river Bio Bio. In view of the annual menace of city inundations during the rainy season, a dyke is now to be built to keep the river within bounds.

CONSULAR RECEIPTS.

Consular receipts received by the various Chilean Consulates during the first six months of 1917, amounted to \$1,200,000 gold of 18d. not including certain consulates not yet reported. This compares favourably with 1916 which for the whole twelve months only totalled \$1,600,000 gold of 18d.

The Chilean Government has just negotiated an important financial operation, by which their conversion funds deposited in Germany, amounting to 34,055,305.49 marks, have been secured; and the several parties to the transaction have profitted considerably.

Chile purchases nitrate from the German nitrate "oficina" of Sloman, to account of the German Government, (which is responsible to Sloman), and sells to the United States for cash making a considerable profit on the transaction, owing to the variation in the German exchange.

Gains.—1. The Germans sell their nitrate, which was otherwise impossible owing to the international boycott.

2. Chile secures possession of her funds, and an additional profit.

3. The Allies obtain the extra nitrate which is indispensable to the execution of the work on hand.

Germany is "Hoist on her own petard" providing material for her own undoing.

CLOSE TIME FOR WILD ANIMALS.

The Minister of Industry has requested the Direccion General de las Servicios Agrícolas," to prepare a Bill for Congress to secure a close time for deer, vicuna, and huanaca, in view of the increasing popularity of their skins.

Bolivia.

The Bolivian Government are pushing forward with all possible dispatch the construction of 125 miles of new railway, from Yungas to La Paz, and 110 miles from Potosi to Sucre in which British capital and enterprise have played an important part as is usual in pioneer work.

These new lines added to the recently completed 125 mile branch of the Antofagasta and Bolivia Railway, from Oruro, to Cochabamba, will be a valuable acquisition to the modern transport routes of this abnormally rich country.

Peru.

In view of the increasing cost of living, the Peruvian Government has decreed that all foreign rice shall be free of import duty, but that all native rice shall pay an export duty of 2½ cents per kilogram, to be levied by the Customs Department, sub-

ject to the rules and regulations of October 6, 1915, referring to export duties on agriculture produce.

GOLD IMPORTS.

It is reported to-day from Lima that the Banco Mercantil Americano and the Cerro de Pasco Mining Company have recently imported one and a half million pounds in gold bars.

CUBAN MARKET CONDITIONS.

The following report of prices ruling at the Havana Produce Exchange for the week ended October 13, 1917, has been furnished by Mr. Enrique R. Margarite, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation:—

October 9, ss. *Limon*, 380 drums.

The lack of demand for fish in drums has continued just the same as last week, due to the present weather condition, but there is a strong feeling among holders and in consequence the prices have been sustained. We quote codfish at 11½ cents per pound, haddock at 11, and hake at 10½ cents.

CODFISH IN CASES.

Importation:—

October 9, ss. *Limon*, 1,255 cases.

The market in codfish in cases has been very quiet this week. The absence of an active demand, together with the fact that holders are willing to get rid of their supplies, has had its effect upon the prices, as a decline in values can be reported. Quotations are \$16.50 to \$18.50 per case for that from the United States and Canada.

HERRINGS.

There are no supplies available of smoked bloaters and as a good demand is in evidence, a price of \$1.75 per large box could be predicted.

GOUDA CHEESE.

The situation for Gouda cheese has had no change this week. The supplies from the United States are covering the consumption to a certain extent and we quote at 30 to 45 cents per pound.

POTATOES.

Importation:—

740 cases from Valencia, Spain.
4,917 bags from New York.
9,641 barrels from New York.
3,950 bags from Boston.
1,631 barrels from Boston.

Although a very active demand has been in evidence for potatoes, very little change is noted on the prices for this article, as the arrivals just alluded to are too heavy. We quote at \$6.25 per barrel and at 4 cents per pound for those packed in bags.

EXCHANGES.

New York 3 d/s. ½ per cent premium.
London at \$4.78 per £.

GOVERNMENT NOTICES AFFECTING TRADE.

Australia.

In his report of September 26, 1917, Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, writes:—

EMBARGO ON IMPORTATION OF APPLES LIFTED.

On Sydney and Brisbane fruit merchants arranging to purchase 40,000 cases of Tasmanian apples held in cold storage, the Commonwealth Government gave permission for the importation of 55,000 cases of apples for North America.

It is stipulated that imported apples must not be sold until November 1 and that importers must dispose of their fruit by the end of December next.

After filling orders from New Zealand, Canadian shippers have only cold storage space on the steamers for 10,000 cases to Australia, within the period named, hence it has been imperative to place orders in the United States for the balance of 45,000 cases.

The Department of Trade and Commerce promptly notified the Vancouver agents of the steamers of the lifting of the embargo so that Canadian shippers might take advantage of the altered position.

TARIFF CHANGES AND INTERPRETATIONS.

Australia.

CUSTOMS DECISIONS UPON MOTOR-CAR BODIES AND CHASSIS.

In his report of September 26, Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, writes:—

In *Weekly Bulletin* No. 717 appeared particulars, relative to the legislation enacted in August last, concerning the limitation of the importation of luxuries and unnecessary commodities into Australia.

Recently, the Customs Department gave a more comprehensive interpretation in regard to the parts of a motor-car which are prohibited from importation and the parts which are allowed to be imported. For the information of Canadian motor-car manufacturers interested in the Australian trade, the latest decisions are submitted as follows:—

Bodies of motor-cars, including side cars for motor-cycles, are prohibited from importation. The chassis, including the wheels, engine, bonnet, dashboard, wind-shield, mudguards, footboards, instrument board and hood are admitted as heretofore. Panels (without woodwork) are also admitted.

NOTES ON FOREIGN TRADE.

Combination of German Chemical Companies.

(United States Commerce Reports.)

Among the many economic changes that the present war conditions have brought about in Germany, the combination of German dyestuff interests, effected in 1915 and operating since January 1, 1916, is of special importance to Americans, because it means a formidable competitor for our infant American dyestuff industry in every foreign field, as well as in our own domestic market. In a smaller degree it also will bring future competition to other chemical industries in our country which have prospered during the war, as the German concerns that have been combined are also producers of chemicals in pharmaceutical lines.

ATTENTION GIVEN TO AMERICAN DEVELOPMENT.

The rapid growth of the American dyestuff industry during the war has been given serious attention by the German concerns that formerly controlled our market, and has assisted in uniting these great rivals in Germany for mutual protection.

Realizing the difficulties of reconquering the lost markets of the various foreign countries after the war, the German dyestuff manufacturers in the fall of 1915 organized a combine of the seven leading companies, which practically control the output, and pooled interests to the extent of securing uniform prices and wages, systematizing production, and also insuring a harmonious policy for all other interests involved. This implies uniformity in all endeavours to regain the former German foothold in foreign markets, and will apply to the new competition in the American market particularly. The importance of German exports in chemicals prior to the war can be seen from the statistics. Their annual value averaged about \$214,000,000, according to estimates of German trade organizations.

GUARANTEED SHARES OF PROFITS.

The concerns that entered the combine at that time, with their annual share of profits guaranteed during the first two years, were:—

Companies.	Capital.	Average share of profits for two years.	Later share.
		Per cent.	Per cent.
Hoechst Farbwerke	\$11,900,000	24.82	25.02
Badische Anilin & Sodafabrik	12,852,000	24.82	25.02
Bayer, Laverkusen		24.82	25.02
Leopold Cassella & Co., Frankfurt		10.00	Not fixed.
Aktiengesellschaft fuer Anilinfabrikation Berlin-Treptow	4,712,400	8.04	8.14
Chemische Fabrik Griesheim	1,904,000	7.50	Not fixed.
Chemische Fabrik vormals Weiler ter Meer			
Total		100	100

Considerable difficulty was encountered in dividing the future profits, but the figures given were finally decided upon, together with an agreement the essential features of which were as follows: It is to be binding for 50 years beginning January 1, 1916. While the separate organization of production of each concern is to be

maintained, risks in business with foreign countries are to be jointly and proportionately carried by all members of the combination, accounting for the contemplated competition in foreign markets, in both "hostile and neutral countries" after the war. The distribution of the profits is to be based upon a certain "key" of calculation, however, not figuring on the entire production, but leaving out of consideration at first certain special lines which are to be reckoned with after the expiration of a certain transitory period. For the Hoechster Farbwerke this involves separate profits from the manufacture of calcium carbide, so-called Kalkstickstoff, and certain other products made therefrom; for the Badische Anilinfabrik, Bayer, and Treptow-Anilinfabrikation, the profits derived from the manufacture of synthetic ammonia and the respective inorganic compounds produced therefrom.

LARGE INCREASE IN OUTPUT OF AMMONIA.

The Badische Anilinfabrik has so successfully applied the Haber process of extracting nitrogen from the atmosphere and production of synthetic ammonia and sulphate of ammonia therefrom since 1913 that while the ammonia output amounted to only about 30,000 tons in that year, it increased to 60,000 in 1914, 150,000 in 1915, and 300,000 in 1916, with an estimated figure of 500,000 tons for 1917.

The calculation of the table of profit percentages for the German combine was based upon an older "key" already represented by Badische Anilin, Bayer, and Treptow. In the earlier combine the first two recorded 43 per cent each, and Treptow 14 per cent. In order to enable the admission of the big Hoechster concern in the percentage to be made, that company increased its capital by \$952,000, free from taxes and dues at a market value of 200 per cent per share. This favourable issue of new stocks formed the equivalent for the transfer by Leopold Cassella & Co. of a part of its entitled percentage, according to its recently increased output, to the Hoechster concern, involving about 5 per cent of the profits, so as to reduce the Cassella percentage from 15 to 10 per cent. In return Cassella receives in addition to the new stock of the Hoechster concern for a period of 10 years a special profit up to three-fourths of 1 per cent of the total profits realized by the entire combine, an indirect profit thus secured by Cassella.

SHARES OF COMPANY TRANSFERRED.

Another interesting subsidiary agreement was made with the large concern of Kalle & Co. in Biebrich on the Rhine. Kalle was included in the older Hoechster-Cassella agreement to the extent that the shares formerly in part held by Cassella were transferred to the Hoechster concern, which is now in possession of the entire capital of \$1,428,000 of the Kalle Co., and hence also includes in its profit percentage the participation of Kalle & Co.

Adding to the 74.46 percentage of Hoechster, Badische Anilin, and Bayer those of Treptow and of Cassella, the five concerns represent 92½ per cent of the total profits of the new combine. Griesheim and Weiler ter Meer receive about 7½ per cent, probably yielding 6 per cent to the latter, and 1½ per cent to the former.

Thus a formidable understanding has been reached between the manufacturers of dyes and colours which can not fail to affect future prices and the export policies to be followed after the present war. Although German exports of chemicals received an effective setback as a result of the shipping hindrances encountered since the outbreak of the war, and the vigorous enforcement of the German embargo on many articles in these lines practically kept them out of the foreign markets altogether, it is predicted that nothing will be left undone which is needed in the attempt to reconquer the lost markets.

It would seem that the loss of the large export business would have reduced the profits and dividends of the large companies that are in the combine, but contracts

for army and hospital supplies have proved to be so valuable as to result in an increase rather than a diminution of profits since the war broke out, as shown by the figures for two of the concerns.

PROFITS AND DIVIDENDS COMPARED.

The Hoechst Farbwerke recorded net profits of \$3,736,600 in 1915, as against \$3,001,180 in 1914. Its dividends were 20 per cent in 1915, 20 per cent in 1914, and 30 per cent in 1913. The Elberfelder Farbwerke had net-profit figures of \$4,969,440 for 1915 and \$3,689,000 for 1914. Its dividends were 20 per cent in 1915, 19 per cent in 1914, and 28 per cent in 1913. The Badische Anilinfabrik showed net profits of \$4,519,540 for 1915 and \$3,760,400 for 1914, the 1915 dividend, however, being 20 per cent only, as against 19 per cent for 1914 and 28 per cent for 1913. Extensive enlargement of its plant and the rapid growth of its business at Oppau on the Rhine, where the process of nitrogen extraction from the atmosphere had necessitated the erection of large buildings, diverted some of the profits from dividend distributions; hence the lower dividends after the war broke out.

All German chemical concerns, small as well as large ones, have been favoured with government contracts for war supplies, so as to prevent their financial embarrassment. Industries which formerly manufactured goods in lines not available for war supplies were induced to change their plants somewhat in equipment so as to be able to furnish some kind of war material. Thus the absence of export facilities failed to destroy German industrial competitive power, and upon the conclusion of the war this factor must again be reckoned with.

Organization by combination of interests has not been confined to chemical lines, but is going on in various other industrial branches in preparation for tremendous efforts to regain foreign markets.

Telephone Apparatus for Japan.

(London Times Trade Supplement.)

The inadequacy of the Japanese telephone system was the subject of a recent public statement made by the Minister of Communications, who reported that no less than 150,000 applications for installations were awaiting attention. It appears that the demand for long-distance communication is rapidly increasing and it is not an uncommon occurrence for people to wait two hours before getting a connection between two cities. The Government has decided to spend £10,000,000, spread over eight years, in addition to the £450,000 allocated for the current year. The extensions proposed involve the laying of about 70,000 miles of wire.

Paper-Making a Promising Industry in Russia.

(The Paper-maker and British Paper Trade Journal.)

During the past twenty years the paper-making industry in Russia generally has undoubtedly made considerable progress, but in view of the requirements of the country there is certainly ample scope for development. As a matter of fact, the consumption of paper in Russia has been steadily increasing since 1888. In 1913 it averaged 7 funts (about 6½ pounds) per head, and it is confidently assumed that within a few years it will amount to 10 funts (about 9 pounds) per head of the population. This gives a total of 42,500,000 poods of paper for a population of 170,000,000. In 1913 the total quantity used in Russia was 32,000,000 poods, of which 23,500,000 poods were made in the country, the approximate value being 65,000,000 roubles. Under the new conditions brought about by the recent revolution it is not unlikely that when Russia has quite settled down and is able to realize and appreciate the vast opportuni-

ties for industrial expansion which will present themselves, an enormous development of the pulp and paper-making industries in that country will be witnessed.

According to a report recently submitted to the Russian Society of Siberian Engineers, the production of mechanical and chemical pulp, paper and cardboard in the years 1888 to 1913, and the total values were as follows:—

	Poods.			Value of Paper and Cardboard in roubles.
	Wood-pulp.	Cellulose.	Paper and Cardboard.	
1888.. . . . .	.....	.....	4,900,000	—
1893..	500,000	.....	5,500,000	—
1900..	1,800,000	3,000,000	10,800,000	—
1908..	3,500,000	6,800,000	15,000,000	49,500,000
1910.. . . . .	.....	.....	17,535,000	52,367,000
1911.. . . . .	.....	.....	19,421,000	57,944,000
1912..	4,800,000	10,000,000	21,025,000	62,279,000
1913.. . . . .	.....	.....	23,500,000	*80,000,000

* Estimated.

The importation of paper into Russia, notwithstanding the national production, has been of growing importance, as the following table shows, in poods:—

	Production.	Importation.	Relation of Imports to Production.
			Per cent.
1888..	4,900,000	764,000	13.6
1893..	5,500,000	1,079,000	19.6
1900..	10,800,000	2,529,000	24.5
1908..	15,000,000	4,975,000	35.0
1910..	17,535,000	6,374,000	36.2
1912..	21,025,000	7,580,000	36.0
1913..	23,500,000	8,954,000	34.8

THE RAW MATERIAL.

Without dwelling in more detail on the Russian paper industry previous to the war, and still more during the war, the report quoted passes on to the consideration of the raw material for this industry, as far as Russia controls it. Rags, on which until the middle of the nineteenth century, the paper business was based, have not even yet lost their importance. Rather the contrary. With the development of trade and industry, with the extension of education, with all the increasing demand for newspapers and books, also for packing, etc., the call for paper has equally risen, and the rags and all so-called worn fibre, are altogether insufficient now for the paper business. However, rags in the composition of paper pulp are essential. The finest rag is the linen or hemp rag, and the worst is the cotton rag. Russia at the same time has large quantities of the first sort, but these rags used to be exported from Russia. They were sent abroad to be manufactured into fine classes of paper, and from abroad we received this first-class paper and we imported cotton rags of little value. In the time of Peter the Great an export duty was placed on rags, and this measure assisted in the development of the paper business at that time. In various years of the eighteenth century the export duty on rags varied from 3 to 200 per cent of their value, and the export thereof was even forbidden. The nineteenth century was the time when the rags were allowed to be exported, even free of duty or the duty was relatively low. The collection of rags in the country may be calculated at the important figure of 8,000,000 to 9,000,000 poods, taking the average at two funts of rags per person in the year, with a population of 175,000,000. The second most important material for the paper industry is cellulose, and then wood-pulp. The first is used for certain kinds of paper in a proportion of 60 to 65 per cent, and the second in a proportion of 30 to 80 per cent. A particularly large quantity of pulp is used in newspapers and packing papers. The material for obtaining cellulose and mechanical pulp may be either the acicular or deciduous tree, the fir, the aspen and many others. Although for the last few years the production of cellulose in Russia has increased up to 10,000,000 poods, and wood-pulp to 5,000,000 poods, all this increase we must consider as too small, if we take

into account our riches in timber. With the appearance on the market of these raw materials, the northern rich forests and cheap waterways of the countries of Sweden, Norway and Finland play a prominent part in the paper industry.

FINLAND'S WOOD-PULP.

Finland for 20 years, 1890 to 1910, increased its production of wood-pulp and cellulose twenty times, and raised it to the present level of 20,000,000 poods. Besides this, Finland of recent years is endeavouring to manufacture its own cellulose and wood-pulp into paper—that is, into a product that is more valuable in the export business, having largely curtailed the export of round wood balances used in the manufacture of wood-pulp and cellulose. Of the timber exports from Finland sawn wood is the principal. An example of this is seen in Sweden. The production of cellulose and wood-pulp in Sweden has reached 50,000,000 poods a year, of which about 30,000,000 poods are exported. Out of 18,500,000 poods of paper, Sweden exported 8,500,000 poods in 1907. Norway, with its relatively small area of timber-land, itself imports balances for the necessary production of cellulose and wood-pulp, which products it mostly exports. The export of paper goods in 1907 from Finland was 84 per cent of her production, from Norway 77 per cent, and from Sweden 54 per cent.

Russia controls an immense reserve, almost 500,000,000 dessiatines. Russia takes third place after Finland for area of forest land per head. Russia, although she does not take the last place in quantity of prepared paper per head of population, is below all the others in consumption of paper per head. The Russian export of paper, cellulose and wood-pulp is insignificant. The importation of paper into Russia is absolutely worth more than the importation of all the other countries named.

RUSSIA'S TIMBER RESERVES.

In respect to the quantity of raw material for producing wood-pulp and cellulose, Russia has immense reserves, almost inexhaustible. However, respecting this inexhaustibleness of timber reserves, we often hear something directly the contrary. The area of forest land in Russia is rapidly shrinking; the timber is being destroyed, etc. The causes of this, of course, are clear—viz., the reckless exploitation of the forests, forest fires, etc. For a complete idea a table of the export of wood from Russia follows, and for comparison that of the other countries is given with it in millions of cubic feet.

	Russia.	Finland.	Austria-Hungary.	Sweden.	Norway.	Canada.	United States.
1901	225	....	222	216	63	81	66
1905	270	175	253	206	65	49	45
1908	373	215	250	....	....	42	69
1910	417	210	....	....	....	....	—
1911	418	220	....	....	....	....	—
1912	425	224	....	....	....	....	—
1913	461	231	....	....	....	....	—

For Finland we have already observed that only dear manufacturing wood is exported. For Russia the export of wood in twelve years increased two-fold. The export of balances, which are of considerable importance for paper production, is falling away in Finland; but in Russia for the said twelve years it has grown from three million cubic feet to ninety-one million cubic feet—that is, it has increased three-fold. The share of Russia in the world's trade in timber grows every year, and a great part of her timber, both manufactured and unmanufactured, goes to England, Germany and Norway. If not paper, at the very least wood-pulp and cellulose. For the development of wood-pulp production in Russia as a production of a purely mechanical character it is necessary to have relatively simple machines, and as far as possible free water-power, as wood-pulp is cheap and the very least expensive substitute for paper pulp. The northern Governments of Russia and some places in Siberia admirably fulfil all the conditions that are necessary for the institution of such an enterprise.

For the development of the production of chemical cellulose we require more expensive but quite accessible equipment, and also sulphur or sulphur ore for preparing the so-called washing acid (bisulphite of calcium). With the sulphite method the steaming of cellulose gives the best quality. With an available natural Glauber salt it is easy to produce cellulose, etc., by the sulphite method.

SIBERIA'S CAPABILITIES.

These conditions, according to all data, are fulfilled by Siberia and the institution of cellulose production in Siberia is both possible and desirable. It may be said, however, with regard to Siberia, with its relatively unimportant demand for paper, it must become the furnisher of wood-pulp and cellulose for the paper factories of the Urals, and also might export. Let a note be made here of the high technical properties of straw cellulose and also of the possibility of preparing cellulose from reeds, sedge, some weeds, sunflower-seed husks, flax and hemp waste, and many other waste of a fibrous character, now either burned, or worse, pitched together in the gorges and on the hillside. Straw cellulose is only obtained in Russia to the extent of 2,000,000 poods. Nevertheless, this cellulose is useful for obtaining superior sorts of paper, with the addition of regular pulp, distinguished for density, strength and crispness. In the production of paper, in the special sense of the word, other raw materials are used, which at the present time are obtained from abroad, and sometimes on payment of duty. Here we find, first of all rosin which is imported to the extent of 500,000 poods a year from America and partly from France. Notwithstanding the expectations of D. I. Mendeleieff and others, the production of rosin in Russia has not been developed, although we have all the information required for it. To a large extent we obtain kaolin from abroad, which serves for filling up and loading paper, whilst the southwestern district of Russia is simply a kingdom of china-clay of excellent quality. All that is required is some preparation for making it applicable to the requirements of paper manufacturing technique.

Harvesting Methods in Australia.

(Commercial Agent Juan Homs, United States Commerce Reports.)

Australian methods of harvesting wheat and other small cereals are quite different from those followed in the United States. It has been generally believed that these were solely due to climatic conditions, but the labour situation undoubtedly accounts more largely for their existence, for farming operations in Australia are chiefly dependent on the ability of the landowner to carry them out with little or no outside help. Necessity has been the mother of invention in this instance and has evolved the stripper-harvester, a machine that reaps, thrashes, and prepares the grain for market in one operation.

The use of the plain stripper is rapidly being abandoned. This machine strips the heads or ears off the standing crop and thrashes them. The unseparated wheat and chaff are deposited in a box at the back of the machine. When the box is full, it is emptied where the separation or winnowing is to be done. This causes delay and also requires the labour of more than one man to operate the winnower. The stripper-harvester does away with the delay and enables one man to harvest a crop. As with the plain stripper, it strips the heads and thrashes them, and in addition the machine separates the chaff from the wheat and drops the clean grain into a box. When this box is full the machine is stopped and the wheat bagged, two bagging attachments being usually provided.

THE REAPER-THRASHER WINS FAVOUR.

About five years ago a Canadian reaper-thresher was introduced and one of American manufacture two years later. The reaper-thresher combines some of the features of the stripper harvester and some of the reaper. Its most distinctive feature

is a knife constructed along the lines of those used upon mowers and binders. One of these machines has fingers or guards, the other has a comb identical to that used in the stripper. In the latter case the stalks are drawn through the comb until the heads, assisted by a reel which travels at about the speed of the machine, move forward and come in contact with the knife. The heads are thus cut off by the knife before the crop can pull heavily upon the comb, greatly lessening the draft and preventing rotten crop from being pulled up by the roots, as is likely to happen when the stripper harvester is used.

In the case of a crop badly knocked down the reaper-thrasher can be lowered to get closer to the stalks. If the grain is weedy the reaper-thrasher prevents the green weeds from attaching themselves to the comb and choking up the machine, whereas the stripper is constructed only to strip or cut off brittle matter such as matured wheat. The reaper-thrasher has had a most favourable reception and many hundreds of them are in use throughout Australia.

HAY MADE FROM WHEAT AND OATS.

The harvesting of the crop for grain is only one of the phases of wheat growing in Australia. In most countries the hay crop consists almost entirely of meadow and other grasses, while in Australia a very large proportion of the area under hay comprises cereal crops, mainly wheat and oats. The area devoted to hay shows a marked fluctuation from year to year. This is due to various causes, the principal one being the variations in the relative prices of grain and hay and the favourable-ness of the season for a grain crop. Thus crops originally sown for grain are frequently cut for hay, owing to the improved price of that commodity, or to the fact that the outlook for the development of the grain is not satisfactory. On the other hand, improved grain prices or the prospects of a heavy yield will frequently cause crops originally intended for hay to be left for grain.

It is almost the universal rule for a farmer to cut about 25 per cent of his wheat-sown land for hay. Wheaten hay is cut before the head begins to fill, or, in other words, when the sap is distributed throughout the stalk, the chief aim being to produce fresh and succulent feed. Owing to the demand for hay in the cities the farmers situated near them almost invariably cut their entire crops for hay. In such cases the hay is at once carried to the chaff mills. The individual farmers who cut only enough hay for their own requirements stack the hay and cut it for chaff as required.

All hay is cut with binders, and American machines are greatly in evidence. There are no binders manufactured in Australia. Only a very small percentage of the grain grown is cut to be thrashed afterwards.

CHAFF CUTTERS MUCH USED—LARGE AREAS CULTIVATED.

Chaff cutters are largely used in connection with the hay crop. The majority of these are locally made. There is a growing number of farmers who own chaff cutters, but a great deal of chaff is still made under contract by travelling outfits going from farm to farm. This is principally the case in places where the season is early and it is desired to take advantage of the higher prices paid then for new chaff. One of the features of the chaff cutters is what is termed the "hay steamer." The sheaves pass through a pipelike conductor or feeder inside of which are steam jets that thoroughly moisten the hay before it reaches the cutter mouth. This is done to obtain a better sample of chaff than is the case when the hay is cut dry. This attachment, naturally, can be used only when steam engines furnish the motive power for the cutter. When steam is not available water is often used to dampen the hay before passing it through the machine.

As can be seen, Australian harvesting operations are relatively simple when improved machinery available is made use of. This explains certain aspects of Australian agriculture which are possibly without parallel elsewhere. The most impressive thing about farming in the Commonwealth is the large areas of land that will be

put under crop by one man. Farms average 900 acres in the sections devoted to wheat growing. One-third of this area is generally under crop, another third is in fallow, and the other third remains uncultivated, with possibly sheep feeding on its natural grasses. One man will, in most cases, perform all the work of such a farm. Much credit is due to Australian inventive genius for having evolved machinery that makes this possible. The stripper harvester, of course, stands pre-eminent in this respect. With it a man unaided will cut from 20 to 30 acres in a day, and the grain will be ready for shipment when the day is over.

Bolivian Potentialities.

(The Times Trade Supplement.)

Attention is being drawn in Bolivia to the expediency of encouraging industrial enterprises with a view to rendering the country less dependent upon imported goods. This movement is due not merely to the difficulties which have been experienced in obtaining supplies since the war, but also to the considerable measure of success which has attended existing industrial developments, mainly connected with the mineral wealth of the country. Bolivia's shipments of tin ore increase fairly steadily, but there is room for a further increase if modern methods were introduced and if new mines were exploited. The mining of tungsten ore also offers attractions, whilst activities in connection with copper production are limited merely by the inadequacy of the Arica-La Paz Railway, which is the only line crossing the copperfield. Large profits are being made from antimony, and if prices keep at a reasonable level there is a great future before the Bolivian metal. It is hoped, too, that Bolivia's large zinc deposits may become the source of a remunerative industry. The building of an electric line from La Paz to the Yungas provinces has thrown open a territory rich in timber and agricultural resources, and the line is to be extended to Rurenabague, on the Beni River, thus providing Bolivia with an outlet to the Atlantic Coast, through the Amazon River and the Madeira-Mamoré Railway. The construction of the Potosi-Sucre and the Atocha-Tupiza will be definitely planned as soon as the necessary capital (£2,000,000) is raised. From the foregoing it will be evident that many opportunities should occur for the sale of mining plant, railway equipment, and general engineering supplies, provided capital can first be introduced.

As regards minor enterprises, there is profit to be made in raising sugar cane and making sugar and alcohol in the Santa Cruz district, for supply to Cochabamba, Sucre, and La Paz. Motive power for the business might be developed at the Pasai river, on the road to Cochabamba, and employed also in wheat milling and rice milling, as well as saw mills. The importation of steam machinery is very costly owing to enormous freight charges, and so far no steam engines and boilers over 15-horsepower have been successfully introduced. The best route at present is via Para, Brazil. The possibility of arranging an automobile service to Santa Cruz is worth considering. At Potosi, Sucre, Cochabamba, and other distributing centres there is a demand for a great variety of manufactures, such as cottons, knit goods, underwear, shoes, and hardware, whilst at La Paz and Oruro there is an absolute shortage in crockery, glassware, cooking utensils, enamelled ware, etc.

The Government of Bolivia is making a special effort to stimulate the production of alpaca wool, a favourable district for which exists between the two Cordilleras. One company has already taken the matter up in a businesslike way on the shores of Lake Titicaca, with headquarters at Porto Acosta. It is thought that much might be done in Bolivia on the lines that have succeeded so well in Peru, where practically all the grazing lands suitable for the raising of alpaca are occupied.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending October 26, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	821,811	232,635	108,305		1,162,751
Consolidated Elevator Co.	453,247	147,802	15,823	45,482	662,354
Empire Elevator Co.	302,766	285,315	56,079	16,247	660,407
Ogilvie Flour Mills Co.	787,945	58,562	54,892		901,399
Western Terminal Elevator Co.	253,441	54,811	1,717	39,084	349,053
G.T. Pacific	583,514	913,052	52,451	22,969	1,571,986
Grain Growers' Grain Co.	389,743	497,175	46,752		933,670
Fort William Elevator Co.	153,452	116,506	43,931	14,916	328,805
Eastern Terminal Elevator Co.	255,855	96,192	11,806		363,853
Port Arthur—					
Port Arthur Elevator Co.	820,034	458,229	333,132	34,918	1,646,318
D. Horn & Co.	57,711	78,818	10,198	37,911	184,638
Dominion Government Elevator	490,333	370,571	34,364	45,417	940,685
Thunder Bay	258,732	133,712	50,514	14,404	457,362
Davidson & Smith	233,394	19,949	43,903		297,246
Total Terminal Elevators	5,861,978	3,463,329	863,867	271,348	10,460,522
Saskatoon Dom. Govt. Elevator.	14,902	63,910			78,812
Moosejaw Dom. Govt. Elevator	229,488	46,615	641	70	256,814
Calgary Dom. Govt. Elevator	129,921	78,111	1,351	690	210,073
Vancouver Dom. Govt. Elevator.	100,680		210		100,890
Total Interior Terminal Elevators. .	454,991	188,636	2,202	760	646,589
Depot Harbour	64,000				64,000
Midland—					
Aberdeen Elevator Co.	107,535				107,535
Midland Elevator Co.	226,700	49,200			275,900
Tiffin, G.T.P.	377,094	1,430			378,524
Port McNicol	1,418,831	13,985			1,432,816
Collingwood					
Goderich	394,890	124,784	103,801	30,370	653,845
Western Canada Flour Mills Co. Ltd. .	247,070				247,070
Kingston—					
Montreal Transportation Co.	173,414	70,905			244,319
Commercial Elevator Co.					
Port Colborne	918,829		22,012		940,841
Prescott					
Montreal—					
Harbour Commissioners No. 1.	897,660	85,324	55,498		1,038,482
" " No. 2.	1,573,028	15,587	30,092		1,618,707
Montreal Warehousing Co.	1,116,773	26,280	176,261	6,614	1,325,928
Quebec Harbour Commissioners.	1,855	10,645			12,500
West St. John, N.B.		9,706			9,706
Halifax, N.S.	153,012				153,012
Total Public Elevators	7,670,691	407,846	387,664	36,984	8,503,185
Total quantity in store.	13,987,660	4,059,811	1,253,733	300,092	19,610,296

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended October 26, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—				
No. 1 Hard	152,529	15,166	277,114	444,809
No. 1 Northern	3,030,369	201,269	5,601,799	7,833,437
No. 2 "	1,445,798	100,459	698,080	2,244,337
No. 3 "	826,549	50,090	397,631	1,274,270
No. 4 Wheat	393,987	31,296	185,511	610,794
No. 5 "	207,158	15,967	4,304	227,429
No. 6 "	83,207	9,985	49,714	142,906
Other	722,381	30,759	456,538	1,209,678
Totals.....	5,861,978	454,991	7,670,691	13,987,660
Oats—				
No. 1 C. W.	8,717			8,717
No. 2 "	1,504,681	66,183	137,661	1,708,525
No. 3 "	328,856	16,599	79,141	424,596
Ex. No. 1 Feed	422,251	34,493	79,085	535,829
No. 1 Feed	329,894	26,343	5,545	361,782
No. 2 "	425,978	12,379	25,329	463,686
Other	442,952	32,639	81,085	556,676
Totals.....	3,463,329	188,636	407,846	4,059,811
Barley—				
No. 3 extra C. W.	3,818			3,818
No. 3 C. W.	270,649	1,559	194,854	467,062
No. 4 "	252,168	2	129,934	382,104
Feed	139,787			139,787
Rejected	97,665		14,778	112,443
Other	99,780	641	48,098	148,519
Totals.....	863,867	2,202	387,664	1,253,733
Flax—				
No. 1 Northwestern Canada	184,291	516	30,370	215,177
No. 2 C. W.	34,201	162	6,614	40,977
No. 3 "	3,671	12		3,683
Rejected				
Other	49,185	70		49,255
Totals	271,348	760	36,984	309,092
Corn.....				
Total quantity in store.....	10,460,522	646,589	8,503,185	19,610,296

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators, and Public Elevators in the East on October 26, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>October 26, 1917.</i>			
Terminal Elevators.....	5,861,978	4,598,544	10,460,522
Interior Terminals.....	454,991	191,598	646,589
Public Elevators in the East.....	7,670,691	832,494	8,503,185
Total.....	13,987,660	5,622,636	19,610,296
<i>October 27, 1916.</i>			
Terminal Elevators.....	9,131,256	5,164,701	14,295,957
Interior Terminals.....	313,364	60,465	373,829
Public Elevators in the East.....	6,719,420	8,859,146	15,578,566
Total.....	16,164,040	14,084,312	30,248,352
<i>October 29 1915.</i>			
Terminal Elevators.....	14,777,510	3,444,416	18,221,926
Interior Terminals.....	109,852	60,994	170,846
Public Elevators in the East.....	5,067,656	919,930	5,987,586
Total.....	19,955,018	4,425,340	24,380,358
<i>October 29, 1914.</i>			
Terminal Elevators.....	12,186,565	3,718,699	15,905,264
Interior Terminals.....	197,337	22,975	220,312
Public Elevators in the East.....	7,304,686	1,608,236	8,912,922
Total.....	19,688,588	5,349,910	25,038,498

TENDERS INVITED.

New South Wales, Australia.

ELECTRICAL ENGINEER'S DEPARTMENT OF THE MUNICIPALITY OF NEWCASTLE.

Mr. B. Millin, Canadian Commercial Agent, Sydney, Australia, has furnished the Department of Trade and Commerce with specifications for Single and Three-Phase Static Transformers which are required by the Electrical Engineer's Department of the Municipality of Newcastle, New South Wales, Australia. Canadian manufacturers who are interested may obtain copies of the specifications upon application to the Commercial Intelligence Branch of the Department of Trade and Commerce. (Refer File No. 18960). Tenders for the above close December 3, 1917.

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Victory Bonds

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1437. **Pulp and paper materials, etc.**—A general commission house in Boston, Mass., which has connections in England, wishes to arrange for connections with Canadian houses which could supply the following articles: Wood-pulp, talc clay, sulphite pulp, satin white and pigment colours, rags, groundwood pulp, cordage, clays casein, boiler compounds, raw glue stock (such as scrap hides and bones), ultramarine, sizings, lumber, colours and tintings, chemicals, bleach, rawhide picker waste, glue, etc.

1438. **A directory of Canadian exporters.**—A commission house in Leeds, England, is issuing a publication entitled "Canadian Exporters to England (1918)". They offer to publish free of charge the names of any manufacturers or dealers in Canadian products who wish to export to the British market.

1439. **High-class moulding or covering chocolate.**—Wanted by an English confectionery house, a ton of high-class moulding or covering chocolate, delivery of which must be made in England by the middle of November as it is required for the Christmas trade.

1440. **Foodstuffs, paper and manufactured products.**—A commission merchant in Bordeaux, France, would like to make arrangements with Canadian exporters of foodstuffs, paper and other manufactured products to represent them in Bordeaux, France.

1441. **Spars.**—A Newfoundland firm is open to purchase twelve pitch-pine spars 70 to 80 feet long, from Canadian dealers. Correspondents should quote prices, f.o.b., Montreal or Quebec.

1442. **Mantles, etc.**—Canadian manufacturers of mantles, overmantles, picture frames, and picture-frame mouldings are inquired for by a St. John's dealer.

1443. **Beans.**—An old-established manufacturers' agency in Newfoundland is open to receive quotations on large quantities of beans from Canadian dealers.

1444. **Milk.**—A Newfoundland importing firm desires to be put in communication with Canadian manufacturers of milk in the condensed or evaporated form.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

- (*Circulated within Canada only.*)
Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

*Canada Year-Book. (*Price, \$1.00.*)

*Census Returns. (*Price of volumes vary.*)

*Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, Via Carlo Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Addresses, Sontums.*

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Ceracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

1073

Commercial Intelligence Journal

VOL. XVII.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, NOVEMBER 12, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, November 12, 1917.

No. 720

RUSSIA IN EUROPE.

REPORT OF TRADE COMMISSIONER.

(*Mr. C. F. Just.*)

PETROGRAD, September 24, 1917.

THE AGRICULTURAL MACHINERY AND IMPLEMENT SITUATION IN RUSSIA.

In Russia the problem of securing an adequate supply of machinery and implements for the agricultural interests is becoming more and more complicated. Prior to the war the Russian implement factories turned out nearly 55 per cent of the requirements of the country, valued at some sixty million roubles, and imported some fifty millions of roubles' worth of the more complicated varieties of agricultural machinery, chiefly from the United States, Canada, Great Britain and Germany. Home production during the war has steadily fallen off owing to the commandeering of the factories for munition purposes and also to the shortage of labour. Thus the reduction of output of implements, etc., sank from 90 per cent of the 1913 output in 1914, to 50 per cent in 1915, to 20 per cent in 1916, and to 15 per cent in 1917. There has also been a corresponding reduction of imports during the same period, ranging from 70 per cent of the last normal year (1913) in 1914, to nearly 20 per cent of those imports in 1916.

With a view to remedying as far as possible the great shortage of machinery and implements in the country, the authorities during the present year decided to make a Government monopoly of the sale and distribution of the output of the local works. This most difficult and complicated operation has apparently fallen far short of the results that were hoped. At a conference of the Associated Manufacturers of Agricultural Machinery in Russia early in the present month at Moscow, the necessity of a complete reorganization of the arrangements made by the Government was demonstrated, if disastrous consequences were to be avoided not only in regard to the needs of the country but also to the very existence of the works themselves, by reason of their inability to obtain the necessary raw material, including coal, coupled with the enormous demands of labour in the matter of wages.

Government Proposals.

It is now reported in the official gazette for trade and industry that the Ministry of Agriculture, after full consideration of the proposals of the manufacturers, that the Government should allot to the home factories orders representing the requirements of the country at a price that would cover the cost plus a normal profit, and guarantee at the same time the supplies of metal and coal required for those purposes, and further, to use the private trade organizations in effecting a suitable distribution among consumers, have agreed upon the annexed plan of production, the details of which will be of interest to Canadian manufacturers.

Position of Imports.

It is to be pointed out that the imports of this class from abroad are to be reduced to a minimum owing to the difficulties of the rouble exchange, questions of tonnage, and above all to the fact that the cost of machinery imported from America and Sweden is 100 per cent above prices paid in 1916, to say nothing of freight charges which are several times higher than those current in that year. It was stated at the conference referred to that the orders placed abroad for the 1918 campaign were as follows:—

Mowers	35,000
Horse rakes	25,000
Binders	10,000
Hay forks	100,200
Scythes	2,500,000
Binder twine	900,000 poods.

GOVERNMENT SCHEME OF HOME PRODUCTION FOR SEASON 1918.

No.	Articles.	Number marketed in 1913 (in thousands).	Proposed orders for season 1918 (in thousands).		Deliveries of metal called for in thousands of poods.	
			Early delivery.	Later delivery.	Early delivery.	Later delivery.
1	Ploughs	984	365	260	1,040	1,250
2	Byka (ploughs)			15		150
3	Harrows		50	75	150	150
4	Disk Harrows	170		10		150
5	Cultivators		5		40	—
6	Ridgers	7	5		12	—
7	Broadcast seeders	7	5		35	—
8	Drill seeders	80		10		100
9	Russian reapers (lobogreiki)	84	50		1,600	—
10	Harvesting machines (reaper and binders)	40		40		1,200
11	Thrashers	62	10	5	100	75
12	Transmission gears	57	15		400	—
13	Winnowing and sorting machines	96	50	30	100	60
14	Forage cutters	79	20	50	135	350
15		12		10		70
16	Hay presses	0.2		1.5		150
17	Motors			1		30
18	Grain dryers	0.2		0.2		20
19	Spare parts, forks, spades, etc.			2,000		1,300
20	Flax scutchers	1.5		1		10
21	Grain grinders, corn shellers, etc.					700
						9,410,000 poods, or about 1,500,000 tons.

GREAT BRITAIN.

REPORT OF CANADIAN TRADE COMMISSIONER.

(Mr. J. Forsyth Smith.)

LIVERPOOL, September 27, 1917.

IMPORTS INTO LIVERPOOL.

The annual report of the trade of the United Kingdom with foreign countries and British Possessions, 1916, Vol. II, has just been issued. The following table shows the quantities of various commodities of interest to Canadian exporters, which were imported into the port of Liverpool during the years 1913, 1914, 1915, and 1916:—

Commodity.	1913.	1914.	1915.	1916.
Boots and shoes (leather)..doz. pr.	58,178	43,035	65,667	102,240
“ “ (rubber).	40,663	36,262	59,093	113,643
Butter. cwt.	2,009	56,753	71,379	134,097
Animal foods. value £	162,077	135,654	196,329	425,664
Cheese. cwt.	318,837	291,687	418,943	441,354
Wheat.	24,629,542	24,607,618	20,544,200	27,224,300
Barley.	777,900	985,800	778,000	1,040,200
Oats.	1,225,495	1,011,735	1,077,600	1,716,000
Peas.	341,638	226,753	159,498	235,310
Maize.	10,855,673	5,844,322	6,867,900	7,617,100
Flour.	1,309,549	996,671	1,297,910	1,197,770
Oatmeal.	245,362	121,802	169,500	217,802
Bran.	192,320	338,820	724,464	130,450
Sharps and middlings.	96,007	217,860	345,210	219,990
Extracts for dyeing or tanning. value £	622,172	687,968	1,823,624	3,354,179
Eggs. Gt. hnds.	663,293	983,583	1,223,554	1,099,560
Fish. value £	1,784,791	2,234,345	3,193,138	3,799,445
Apples. cwt.	1,277,444	1,102,157	1,224,288	1,010,921
Bananas. bunches.	3,913,410	4,720,609	4,460,683	3,828,695
Oranges. cwt.	1,930,295	1,658,311	1,296,597	1,441,909
Hides.	535,476	644,215	1,063,516	896,249
Lard.	674,711	591,232	565,991	42,180
Leather.	316,892	451,790	536,706	383,245
“ manufactures. value £	26,455	56,724	203,180	97,879
Machinery. ton.	14,148	17,079	35,795	29,205
Bacon. cwt.	1,381,920	1,382,274	2,958,149	3,684,916
Beef.	4,434,305	4,060,950	3,735,778	2,750,429
“ salted.	26,041	16,629	25,886	22,561
Hams.	507,534	536,091	928,281	917,287
Milk, condensed	76,404	58,760	257,264	600,768
Oil-seed cake. ton.	180,830	147,054	168,482	117,668
Paper. cwt.	434,290	351,264	329,475	382,829
Papermaking materials. ton.	22,863	17,468	6,717	16,800
Linseed. qrs.	208,647	208,972	121,124	113,321
Starch and farina. cwt.	99,251	53,774	83,285	296,718
Fruit, canned	320,814	375,660	526,854	405,334
Vegetables.	127,339	138,533	217,148	108,741
Wood and timber—				
Hewn. loads.	190,255	134,375	118,502	64,457
Sawn or split.	515,260	374,281	450,208	403,867
Staves.	33,436	23,703	33,251	26,377
Wood, manufactures—				
“ furniture and houseframes. value £	36,383	32,057	21,895	8,229
“ other sorts.	322,324	246,793	365,634	311,894

TOTAL IMPORTS AT THE VARIOUS PORTS.

The following were the values of the imports during 1916 at the most important ports in the United Kingdom: London, £359,382,178; Liverpool, £280,023,728; Hull, £54,155,257; Manchester, £47,967,835; Glasgow, £33,804,247; Bristol, £24,590,007.

IMPORTS OF PRINCIPAL PORTS COMPARED.

The following table compares the value of importations into Liverpool during 1916 with those of the other principal ports in the United Kingdom:—

Commodity.	Liverpool.	London.	Manchester.	Hull.	Glasgow.	Bristol.
Butter.. . . .	£ 1,163,256	£ 5,963,623	£ 21,977	£ 2,440,364	£ 90,950	£ 150,335
Cheese.. . . .	2,116,819	3,119,554	316,058	96,500	511,839	1,227,884
Wheat.. . . .	19,626,227	14,252,914	7,071,689	8,294,490	3,317,717	4,869,092
Barley.. . . .	758,007	1,479,015	297,228	1,317,378	1,153,032	1,582,915
Oats.. . . .	835,024	4,585,453	45,045	101,228	108,729	677,173
Flour.. . . .	1,023,843	2,889,233	.....	50,751	2,757,009	261,539
Oatmeal	212,480	300,473	131,578	94,935	101,587	74,081
Eggs.. . . .	763,010	1,151,257	136,459	847,965	675,686	22,522
Fish.. . . .	3,799,445	3,749,761	.....	442,872	.....	—
Apples.. . . .	950,333	933,787	216,643	.....	507,785	—
Hides.. . . .	5,001,407	2,037,721	145	173,452	168,593	35,431
Leather	4,846,360	3,192,525	925,524	60,947	575,108	251,335
Bacon.. . . .	15,827,493	5,505,407	517,103	4,544,501	1,081,759	1,059,147
Beef, fresh and re- frigerated	8,880,454	11,856,530	.....	2,996	180,332	183,747
Hams.. . . .	4,114,569	962,554	303,270	.....	1,365,711	79,211
Steel ingots, blooms, billets, etc.. . .	1,125,934	17,898	103,978	283,822	125,867	147,879
Condensed milk ..	1,986,177	2,228,289	76,632	252,730	.....	88,873
Paper.. . . .	451,417	4,232,507	1,011,982	771,257	188,162	458,039
Papermaking ma- terials	447,756	2,377,386	762,014	130,352	249,333	72,826
Linseed	418,377	2,539,700	149,997	4,216,648	278,148	379,507
Canned vegetables.	171,953	414,352	.....	.....	.....	7,420
Fruits.. . . .	820 829	674,029	.....	.....	.....	—
Timber	4,231,530	10,143,663	2,331,944	3,937,736	2,333,212	865,897

It will be noted that Liverpool takes first place in the importation of wheat, fish, apples, hides, bacon, hams and canned fruits, and second place for the importation of cheese, oats, oatmeal, eggs, beef, condensed milk and timber. London takes first place for butter, cheese, oats, flour, oatmeal, eggs, leather, beef, condensed milk, paper, paper-making materials and timber. Bristol is first for barley and Hull for linseed.

TIMBER STOCKS IN LIVERPOOL.

The following is a statement of the importation and stocks of Canadian timber in Liverpool and Birkenhead, during the month of September, 1916 and 1917:—

Quebec waney board, Quebec square pine, imports, 1916, 1917, nil; stock, 1916, 5,000 cubic feet, 1917, nil; British Columbia and Oregon pine, imports, 1916, 40,000 cubic feet, 1917, 3,000 cubic feet; stock, 1916, 70,000 cubic feet, 1917, 5,000 cubic feet; Quebec yellow pine deals, import, 1916, 250 stds., 1917, nil; stock, 1916, 3,230 stds., 1917, 290 stds.; Quebec red pine deals, import, 1916, 100 stds., 1917, 110 stds., stock, 1916, 1,020 stds.; 1917, 410 stds.; Quebec spruce deals, import, 1916, 1,470, 1917, 50 stds., stock, 1916, 6,250 stds.; 1917, 730 stds.; N.B. and N.S. pine and spruce, import, 1916, 6,240 stds., 1917, 200 stds.; stock, 1916, 14,610 stds.; 1917, 2,430 stds.; sleepers and crossings, Canadian United States import, 1916, 490 stds.; 1917, nil. Stock, 1916, 700 stds., 1917, 40 stds.

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(Mr. J. E. Ray.)

BIRMINGHAM, September 20, 1917.

REVIEW OF CANADIAN EXPORTS TO THE UNITED KINGDOM.

The publication of the annual statement of the trade of the United Kingdom, 1916, affords an opportunity to review the growth or decline of Canadian exports to the mother country during the last few years, particularly with regard to the numerous commodities reported upon from time to time by this office. International trade has been so disorganized, and Canada has been so fully engaged in the manufacture of munitions of war, that due allowance must be made if her manufacturers and exporters generally have not been able to take full advantage of the opportunities presented for new and extended trade connections with the United Kingdom. Furthermore, transportation facilities have been inadequate to meet export demands, while prohibitions and special licenses have naturally had a deterrent effect upon the volume of business that in their absence might have resulted.

REMARKABLE INCREASE IN IMPORTS OF CANADIAN ASBESTOS.

During the three years 1914-15-16, remarkable increases are reported in the quantities and values of Canadian raw asbestos imports. In 1912, the imports were 74,043 cwts., valued at \$200,750; in 1916 they advanced to 244,932 cwts., valued at \$922,590. The high-water mark appears to have been reached in 1915, however, with a total quantity of 349,863 cwts., valued at \$1,048,500. The total imports of the United Kingdom from all sources in 1916, were the highest on record, 534,237 cwts., valued at \$2,687,000. The main source of supply continues to be Canada, although supplies have considerably increased from the United States, Portuguese East Africa, and the Cape of Good Hope.

Bladders, Casings and Sausage Skins.

Up to and including the year 1915, Canada had a fair share of the British trade in bladders, casings and sausage skins, but her sales were considerably less than those of many other countries. In 1915, the total British imports were nearly 17,000,000 pounds, Canada's contribution being only 466,489 pounds, while the quantities from the United States were 8,895,295 pounds; from New Zealand, 3,219,860 pounds, and from Australia, 1,585,745 pounds.

In 1916, British imports declined by 10,000,000 pounds, and the effect was registered in a fall of Canada's sales to 164,249 pounds.

Brooms and Brushes.

Imports of brooms and brushes have risen from 1,779,050 dozens in 1912 to 2,348,322 dozens in 1916. Purchases from Canada are not quoted in the official returns, but an appreciable advance in imports from British possessions (including Canada) was recorded in 1915, the quantities being 32,525 dozens compared with 2,908 dozens in 1912. Last year, the quantity fell to 5,763 dozens. Canada had some hope of increasing her sales to Great Britain, but, from correspondence received, it would appear that the cost of raw materials and labour, as well as shortage of the latter, has compelled Canada to disregard the British market for some time.

Imports of Chemicals.

There is still ample room for the increase of Canada's sales of certain chemicals, although it is gratifying to note an increase in unenumerated chemicals from \$200,000 in 1912 to \$320,000 in 1916 (quantities are not quoted). The advance, however, is small when it is borne in mind that British imports during that period rose from \$6,600,000 to \$37,500,000. The total imports of all chemical manufactures rose from \$21,000,000 to \$61,000,000, the imports from foreign countries and British possessions in the year 1916 being \$56,000,000 and \$5,275,000, respectively.

Binder or Reaper Twine.

Although Canada has considerably increased her sales of binder or reaper twine recently, attention should be drawn again to the opportunities presented in the British market. The imports from British possessions (mainly Canada) rose from 4,111 cwts. in 1912 to 12,600 cwts. in 1916. During the same period the total imports of Great Britain advanced from 118,615 cwts. to 212,639 cwts. These figures indicate the scope there is for increased trade.

Tanning Substances.

Tanning substances have increased in value considerably during the last three years, but as the quantities are not quoted in official statistics, comparisons cannot now be drawn. Imports of extracts for tanning rose from \$4,200,000 in 1912 to \$16,000,000 in 1916. Canada's sales advanced from \$27,000 to \$83,000. It is worthy of notice that the imports from Argentina rose during our comparative period from \$650,000 to \$10,400,000.

Implements and Tools.

It is encouraging to report an increase in the sales of Canadian implements and tools from \$90,000 in 1912 to \$256,000 in 1916. The extent of the market may be observed from the growth of British imports which were valued at \$2,500,000 in 1912 and \$5,500,000 last year. Of course, allowance must be made for enhanced values.

Agricultural Machinery.

The imports of agricultural machinery are worthy of consideration as they exhibit a remarkable increase of purchases from the United States last year. Of the total imports valued at \$1,027,000, the United States supplied \$1,000,000 worth. Imports from that source in 1912 were less than \$25,000. Purchases from Canada are not enumerated, but the entire imports from British possessions were only a little over \$12,000.

Under the heading of "Agricultural machinery, not being prime movers or electrical machinery," the imports from Canada are very gratifying, as they show an advance in value from \$192,880 in 1912 to \$510,000 in 1916, while those from the United States fell from \$2,520,000 to \$1,484,000. Total British imports last year were valued at \$2,475,000.

Increase in Imports of Canadian Copper and Zinc.

Imports of copper regulus and precipitate from Canada rose from 800 tons in 1912 to 6,071 tons last year. The respective values were \$120,000 and \$919,000.

Imports of crude zinc, in cakes, from Canada, advanced during our comparative period, from 997 tons, valued at \$98,500 to 1,236 tons, valued at \$539,100.

Decline in Canadian Sales of Fish and Animal Oils.

The statistics relating to fish oil are of interest as they record an advance in the quantities received from 63,000 tons in 1912 to 108,867 in 1916. During this period, imports from Canada have fallen from 6,900 tons to 118 tons.

The imports of animal oil from Canada also declined from 3,990 cwts. to 495 cwts.

Linseed-cake Imports.

From time to time reports on the demand in this district for linseed cake have been forwarded to the Department of Trade and Commerce, but for reasons well known to Canadian exporters, advantage of the demand has not been taken. British imports have advanced from 55,135 tons in 1912 to 74,418 tons in 1916. Purchases from Canada have fallen during that time from 12,024 tons to 9,664 tons. Imports from the United States have advanced from 17,780 tons to 26,502 tons.

Millboard and Wood-pulp Board.

British imports of millboard and wood-pulp board remained fairly even from 1912 to 1915, about 1,300,000 cwts., but last year they fell to 879,990 tons. Purchases from Canada were only a few cwts. less in 1915 than they were in 1912 (about 212,000 cwts.), but last year they declined to 139,626 cwts.

Pulp of Wood, Mechanical, Wet.

Imports of the foregoing from Canada fell from 42,398 tons in 1912 to 27,457 in 1916. Imports from this source in 1914 reached 110,331 tons. A remarkable increase in values is recorded, the quantity in 1912 being valued at \$510,510, and the quantity in 1916, \$669,810.

Imports of Clover and Grass Seeds, Flax or Linseed.

The United Kingdom offers a splendid market for clover and grass seeds, the annual imports averaging 250,000 cwts. during the last five years. Canada has been able to increase her sales year by year until, from 6,348 cwts. in 1912, they rose to 16,466 in 1916. In the former year, purchases from Germany were valued at \$1,000,000, the quantity being 70,706 cwts.

Canada appears to have created a record sale of flax or linseed in 1913, when the quantity exported to the United Kingdom was 1,277,673 quarters. Last year the quantity had fallen to 1,738 quarters. Great Britain's annual imports usually exceed 2,000,000 quarters.

Imports of Foodstuffs.

The foregoing paragraphs have dealt with a few specified manufactures. In the next report interesting statistics will be dealt with in reference to British imports of foodstuffs and the proportions purchased from Canada during the last five years.

ARGENTINA.**REPORT OF ACTING TRADE COMMISSIONER.**

(*Mr. B. S. Webb.*)

BUENOS AIRES, September 14, 1917.

ARGENTINE FOREIGN TRADE FOR FIRST HALF OF 1916.

The following is a free translation published by *The Review* of the River Plate of a report presented to the Minister of Finance by the Director General of Statistics of the nation, relative to the foreign trade of Argentina in the first six months of the current year:—

The "real" value of imports in the first six months of the current year amounts to \$156,795,808 gold, that is to say, \$19,967,695 less than in the same period of last year. Exports amounted (in value) to \$305,272,013 gold, exceeding by \$45,681,491 those of the first half of 1916. Imports of gold during the first six months of 1917 amounted to \$26,321,738 gold or say, \$13,136,983 more than in the corresponding six months of the year 1916. The real balance of trade for the first six months of the year has been the favourable one—as can be seen from the following table—of \$148,476,205 gold:—

General Figures.

	Imports.		Difference Plus or Minus	
	"Real" values in \$ gold		in 1917.	
	in First Six Months of 1917.	1916.	Absolute	Relative Per cent.
Dutiable..	128,509,085	132,368,105	— 3,859,020	— 2.9
Duty-free..	28,286,723	44,395,398	—16,108,675	— 36.2
Totals..	156,795,808	176,763,503	—19,967,695	— 11.2
Gold..	26,321,738	13,184,755	+13,136,983	+ 99.6
	Exports.		Difference Plus or Minus	
	"Real" values in \$ gold		in 1917.	
	in First Six Months of 1917.	1916.	Absolute	Relative Per cent.
Dutiable..	17,658	7,030	+ 10,628	+151.2
Duty-free..	305,254,355	259,583,492	+ 45,670,863	+ 17.6
Totals..	305,272,013	259,590,522	+ 45,681,491	+ 17.6
Gold.. . . . .	.....	.....	.....	—

Total Foreign Trade.

Imports..	156,795,808	176,763,503	—19,967,695	— 11.2
Exports..	305,272,013	259,590,522	+ 45,681,491	+ 17.6
Totals..	462,067,821	436,354,025	+ 25,713,796	+ 5.0
Trade balance in favour of the country	148,476,205	82,827,019	+ 65,649,186	+ 79.3

Both the high favourable balance of our foreign trade and the important influx of gold have a peculiar economic significance if it be taken into account that during the current year no new foreign capital entered the country, and that the greater part of the exigible foreign liabilities had already been paid by the country in previous years.

Imports.

The nominal value of imports in the first three months of 1917 amounted to \$88,836,152 gold, of which \$72,809,680 related to imports subject to duties and \$16,026,472 to duty-free imports. The sum total of imports registers a decline with respect to the first six months of 1916 of \$16,130,299 gold, or say 18.1 per cent. This represents the diminution in the "quantity" of articles imported. Under imports free of duty is included \$2,205,775 gold relating to the duty-free articles, subjected temporarily by law 10,220, as from February 24, 1917, to a duty of 5 per cent.

The following table shows the imports classified into groups of articles, compared with those in the same period of 1916:—

Groups of Articles.	First Six Months of 1917.	Difference Between 1917 and 1916.	
	\$ Gold.	Plus or Minus in 1917.	
Live stock..	867,685	—	429,758
Foodstuffs..	15,403,301	+	2,588,243
Tobaccos and their artifacts..	2,112,974	+	5,589
Beverages..	2,082,242	—	568,432
Textiles and their artifacts..	24,947,102	—	5,377,485
Oils, fixed, mineral, volatile, medicinal and greases..	6,128,708	—	1,906,413
Chemical and pharmaceutical substances and products..	5,024,955	—	1,236,439
Colours and dyes..	797,301	+	6,060
Timber, other fuel substances and their artifacts..	3,060,557	—	1,629,605
Paper and its artifacts..	3,424,553	+	83,539
Hides and their artifacts..	839,965	—	298,500
Iron and its artifacts..	9,470,701	—	481,576
Other metals and their artifacts..	3,516,024	+	377,126
Agriculture..	1,132,472	—	1,741,114
Stone, earth, glassware, and ceramic products..	5,045,950	—	4,809,203
Electricity..	1,492,618	—	273,218
Various goods and manufactures..	3,489,044	—	439,113
Total..	88,836,152	—	16,130,299

The net decline of \$16,130,299 gold arises from decreases totalling \$23,008,299 and increases amounting to \$6,878,000 gold, arrived at in both cases by applying the values of the customs tariff. The principal increases occur in the following articles: Sugar, \$4,218,000 gold more than in the same period of last year; automobiles and accessories, \$1,578,000; iron pipes, \$286,000; unwrought tinware, \$207,000; tinware in sheets for meat packing, \$192,000; tin in ingots and sheets, \$138,000; cases for packing preserved meat, \$100,000, etc. The principal decreases are denoted in the following articles: Live stock, \$429,000 less than in the same period of last year; foodstuffs, \$1,676,000; wines and liquors, \$568,000; silk fabrics, \$861,000; wool fabrics, \$290,000; cotton fabrics, \$1,670,000; thread fabrics, \$337,000; cotton and linseed fibre, \$460,000; hessians, \$724,000; twine for sewing grain sacks, \$122,000; other textile goods, \$250,000; industrial lubricating oil, \$398,000; petroleum, naphtha, etc., \$1,323,000; cattle remedies, \$150,000; chemical and pharmaceutical products, \$1,086,000; pitch-pine, cedar and other timber, in planks or in logs, \$1,270,000; wood-pulp for papermaking, \$128,000; staves and empty barrels, \$100,000; manufactures of wood, \$174,000; footwear and tanned leather, \$274,000; wrought-iron, \$280,000; locomotives, wheels and axles and other materials for railways and tramways, \$1,034,000; wire fencing, \$400,000; galvanized iron and piping, \$460,000; artifacts of iron and steel, \$504,000; copper and brass, \$220,000; ploughs and other agricultural implements and machinery, \$916,000. sisal twine, \$568,000; seeds, \$233,000; coal, \$3,684,000; cement, \$517,000; earthenware piping, sand, marbles, tiles, etc., \$437,000; electrical materials, \$273,000, etc.

Exports.

The values of "live stock," "agricultural," "forest," and "other products" exported during the first six months of 1917, compared with the same period of last year, are shown in the following table:—

	First Six Months of	
	1917. Gold.	1916. Gold.
Live stock..	\$193,055,765	\$122,356,926
Agricultural..	98,836,379	106,836,339
Forest..	7,700,039	13,906,390
Others..	5,679,830	2,597,712
Total..	\$305,272,013	\$246,057,367

Animal Products.

The export of live stock continues to increase. To the larger quantities exported has to be added the increase in price which has occurred in the case of the majority of the products. The total value of agricultural and forest exports during the six months just ended shows a decline of \$14,000,000 in relation to the same period of 1916. This falling-off, however, has been abundantly compensated for by the increase in the exports of live stock products, the increase in this item having amounted to \$70,700,000 gold (to which has to be added the increase of \$59,000,000 in value as compared with the first six months of 1916). Preserved meat exports in the first six months of 1916 amounted to 19,588 tons, and they have risen, in the like period of the current year, by 32,398 tons, or say an increase of 170 per cent. In round figures this year's exports to 30th June were 53,000 tons. Chilled meat exports in the first six months of 1916 amounted to 6,000 tons and for same period of 1917, to 16,317 tons. Finally, frozen meat shipments declined by 7,600 tons—213,586 in first half of 1916 and 205,993 in 1917. Taken altogether, meat exports have increased by about 36,000 tons. The value of all the meat shipped in the first half of the current year is greater by \$19,400,000 gold than in the same period of last year. Raw wool, with an increased exportation of 18,660 tons, exceeds by \$19,000,000 gold the value of the wool exports in the first half of 1916. Prices have risen from \$528.50 gold per ton in 1916 to \$645 gold in 1917. Washed wool exports were greater by 3,441 tons with an increased value of more than \$8,000,000 gold.

Dried and salted ox hides present an increased value of \$8,000,000 gold, due to the outgo of 2,946 tons more of them and to improved prices. Tallow and lard represents \$4,000,000 gold more than in the period under comparison owing to the shipment of an extra 8,500 tons and also to rise in prices—\$188.40 gold per ton in 1916 and \$269 gold in 1917.

Sheepskin exports yielded \$1,000,000 more, due to shipment of 198 tons more of them and to better prices.

Cheese exports, which hitherto have been insignificant, are now taking place on a large scale, 1,399 tons of cheese having been shipped in the first six months of 1917. Imports of cheese amounted to only 249 tons. The export value of this article which, ceasing to figure as an import, is taking its place in the list of our exports, amounted in the first half of this year to \$1,200,000 gold. The following table shows the increases which have occurred in our cheese exports in recent years and in the first half of the current one, as also the falling off of imports in the article:—

Year.	Exports. Kilos.	Imports. Kilos.
1911..	518	4,919,000
1912..	2,000	5,375,000
1913..	7,000	5,045,000
1914..	4,000	3,834,000
1915..	6,000	3,314,000
1916..	228,000	1,421,000
Six months of 1917..	1,399,000	249,000

Exports of sole-leather units show an appreciable increase, the 5,800 shipped in the first six months of 1916 comparing with 63,800 in the same period of 1917, having a value of \$1,300,000 gold.

Agricultural Products.

Agricultural products exported in the first six months of this year, show a decrease in value of \$8,000,000 compared with those of the first half of 1916. The amount of wheat shipped this year was, 765,000 tons, against 1,377,000 tons in the same period of last year. Applying to both periods the prices ruling in 1916, the loss this year would have been \$27,500,000 gold. This year's high prices, however, have compensated almost entirely, the difference in export value of wheat being only

\$1,400,000 gold—against the period just ended. Prices were: \$36 gold per ton in 1916 and \$63.90 gold in 1917.

Flour exports this year have (to 30th June) attained to 44,011 tons as against 76,728 in the same period of 1916. The value has been almost the same in both periods: \$4,858,557 gold (1917) and \$4,803,271 (1916). Prices were: in 1916, \$62.60 gold per ton and in 1917, \$110.40.

The rise in the price of maize has compensated for the decreased exportation of that article—less by 346,000 tons. The value of the maize exports in first half of the current year have exceeded those in the like period of 1916 by \$8,000,000 gold. Prices were: in 1916, \$20.80 gold per ton and in 1917, \$45.65 gold.

The loss of the last linseed harvest had for effect to reduce exports in the first six months of this year to 42,000 tons, as against 400,000 tons exported in 1916. The value of linseed exports to June 30 last (\$4,200,000 gold) is less by \$16,000,000 gold than in the same period of 1916. Increased price of the article has compensated to the extent of \$2,000,000 gold, seeing that at last year's prices this year's exports would only have attained a value of \$2,200,000 gold. Prices were: in 1916, \$52 gold per ton; in 1917, \$101.52 gold.

Oats exports declined by 185,000 tons (385,000 tons in 1916 and 200,000 tons in 1917) but the value was greater this year by \$1,000,000 gold. Prices were: in 1916, \$19.10 gold per ton; in 1917, \$41.83 gold.

A considerable quantity of "porotos" has been exported this year. Last year only 120 tons left this country as against 4,188 tons in the current year, valued at \$608,000 gold.

Linseed oil cakes were exported last year to the extent of 3,692 tons, valued at \$74,000 gold. This year, 9,380 tons have left the country, valued at \$402,000 gold.

Exports of alcohol and of wine which attained to such importance in 1916, have not maintained on the same scale, as will be seen from the following figures:—

	1916.		1917.	
	First Six Months. Litres.	Value \$ gold.	Second Six Months. Litres.	Value \$ gold.
Alcohol.. . . .	12,907,392	1,032,591	3,107,924	248,634
Wine.. . . .	3,688,666	2,368,867	2,148,659	214,865
Alcohol	1,910,745	317,183	—	—
Wine.. . . .	1,656,385	165,638	—	—

Foreign Products.

Exports of the two principal products of the forest industry, quebracho extract and quebracho logs, have sustained an appreciable shrinkage this year. Extract shipments declined to the extent of 19,000 tons with a value lower by \$6,000,000 gold. Logs are 30,000 tons down with a smaller value by \$350,000 gold. Wood fuel, on the other hand, has begun to figure as an article of export to an appreciable extent, 47,000 tons having left this country in the first half of this year, representing a value of \$300,000 gold, as against 4,000 tons and \$24,000 gold in same period of 1916.

The following tables show in detail the quantities and the values of the principal products exported from Argentina in the first six months of 1917 and of 1916:—

Articles.	Quantities.	
	First Six Months of 1917.	1916.
Live Stock Products—		
Bovine stock.. . . .	30,397	29,001
Equine stock.. . . .	8,113	14,037
Frozen beef.. . . .	182,561	186,307
Chilled beef.. . . .	16,317	6,006
Frozen mutton.. . . .	23,432	27,279
Goat and kid skins.. . . .	1,047	1,758
Sheepskins.. . . .	6,454	6,255
Salted ox hides.. . . .	36,808	35,918
Dried ox hides.. . . .	9,249	7,193

Foreign Products—Continued.

Articles.	Quantities.	
	First Six Months of 1917.	1916.
Live Stock Products—		
Horse hides..	1,961	1,134
Wool..	4,593	1,152
Raw wool..	83,601	64,971
Salted meat (pork, beef, and jerked beef)..	6,051	321
Preserved meat..	46,825	19,267
Butter.. tons.	4,126	4,172
Cheese..	1,399	10
Lard and tallow..	30,387	21,871
Bones..	10,920	3,411
Agricultural Products—		
Oats..	199,728	384,929
Barley..	12,272	27,534
Linseed..	41,724	398,747
Maize..	622,415	968,894
Potatoes..	9,743	12,550
Hay..	3,101	14,450
Beans..	4,188	120
Wheat..	764,514	1,376,913
Spirits of alcohol.. litres.	1,910,743	12,907,392
Wheat-flour.. tons.	44,011	76,728
Argentine wine.. litres.	1,656,385	3,688,666
Bran and pollard.. tons.	11,359	13,681
Oilseed cakes..	9,830	3,692
Forest Products—		
Quebracho extract..	34,889	53,836
Wood fuel..	47,172	4,021
Quebracho logs..	75,715	105,879

Articles.	Values in \$ Gold.	
	First Six Months of 1917.	1916.
Live Stock Products—		
Bovine stock..	1,125,481	870,330
Equine stock..	672,382	1,204,000
Frozen beef..	42,719,186	42,105,284
Chilled beef..	4,023,680	1,357,270
Frozen mutton..	4,592,720	5,032,944
Goat and kid skins..	1,441,352	1,238,682
Sheepskins..	3,569,426	2,379,710
Salted ox hides..	21,162,532	15,917,942
Dried ox hides..	7,594,349	4,628,349
Horse hides..	788,825	375,968
Washed wool..	8,818,867	575,802
Raw wool..	53,919,251	34,348,251
Salted meat (pork, beef and jerked beef)	1,694,222	76,808
Preserved meat..	16,907,309	1,926,693
Butter..	3,036,655	1,688,900
Cheese..	1,184,314	1,963
Lard and tallow..	8,182,145	4,122,593
Bones..	149,111	119,376
Agricultural Products—		
Oats..	8,354,411	7,347,166
Barley..	537,220	591,172
Linseed..	4,235,849	20,862,067
Maize	28,413,649	20,178,810
Potatoes..	685,660	251,009
Hay..	57,991	206,031
Beans..	608,036	4,786
Wheat..	48,848,937	50,291,726
Spirits of alcohol	317,183	1,032,591
Wheat-flour..	4,858,557	4,803,271
Argentine wine..	165,638	368,867
Bran and pollard..	262,231	114,178
Oilseed cakes..	402,062	73,838
Forest Products—		
Quebracho extract..	6,022,404	12,211,721
Wood fuel..	299,760	24,128
Quebracho logs..	1,132,692	1,486,157

THE SOUTH AFRICAN MARKET.

(The Chamber of Commerce Journal.)

The British Trade Commissioner in South Africa (Mr. W. G. Wickham), in his report on the trade of South Africa for the years 1915 and 1916 (Cd. 8614), points out that every factor connected with trade has been changed by war conditions. High prices offered from overseas have stimulated local production and export, and statistics of export values are, therefore, misleading if compared with those of previous years. Statistics of imports similarly need close scrutiny. Many items previously purchased from enemy countries have now to be procured, if possible, from new sources. Some are not procurable at all, others are not to be had in equal or even in satisfactory quality, and others, though procurable, are too costly. With regard to the character of the import trade and quality of goods, German goods in general may be said to have been of two types. There is first of all the class of goods which were either unique or at least the best of their kind, the product of Germany's highly organized system for the commercial development of scientific invention—dyes, chemicals, drugs, scientific glassware, electrical apparatus, etc.; and then there is the class of goods which consist of cheap imitations of the products of other countries, similar in appearance, slightly lower in price, and much lower in quality, such as low-grade textiles, cutlery, glassware and crockery, iron and steel and leather goods. In the latter class Japan, with her imitative faculty and cheap labour, had been seriously cutting into German trade with brushware, leather goods, and fancy goods of all kinds and it is not surprising that it has been possible, without difficulty, to develop this source of supply. The diversion of Japanese liners from the Suez Canal route to the Cape has, for the first time, provided direct steamer communication, and it is reasonable to forecast that, even when normal conditions are re-established, there will not be an entire cessation of this direct freight service. The alternative to this class of goods has been to revert to the better qualities made in the United Kingdom and elsewhere. For instance, in South Africa the very low-grade enamelled iron hollow-ware of Germany and Austria was bought to such an extent that importers seemed hardly aware of the existence of alternative qualities and sources of supply. Of cotton blankets the South African market consumes enormous quantities; there is also a large sale of woollen blankets to natives. Japan alone has attempted to give a substitute for the cheap grade cotton blanket, but without success. On the other hand, part of the consequent increased demand for the better quality has been met from America. As regards the effect of the war on imports, supplies for the gold mines have been allowed to come forward freely, though these include high-speed steel, tools, wire rope, cyanide, belting, and many other articles, export of which for other purposes is either prohibited or restricted. In general business, outside of goods for the mines and munitions of war, there are not many classes in which importation has been brought to a standstill, but of the latter the most important is machinery and accessories, including all such things as are made of high grades of iron, steel and copper, and this fact has had a noticeable effect on industrial development in limiting the possibilities of expansion or initiative. The railways in particular have been severely handicapped, and other trades which have experienced difficulty are the glass and glassware trades and those concerned with metal goods in the manufacture of which steel of good quality is used. In cutlery, the very low grades, as well as a few special lines of good quality, came from Germany, and the United Kingdom has, for obvious reasons, had few manufacturers at liberty to cope with export trade demands. Wire and fencing material and many sundry lines, such as screws, bolts,

etc., have been as difficult to obtain as heavier steel and iron goods, plate, sheet, angle, etc. Mr. Wickham states that British manufacturers must realize that in the direction of capturing or recapturing the South African market the campaign is still in front of them and there is much that they can do and ought to do. He suggests that the fullest consideration should be given to the difficult position of agents. A good agent is a valuable asset to a manufacturer and his services should be retained, or he will be forced to arrange agencies elsewhere. Manufacturers who have paid no retaining fee to an agent have no claim to his loyalty and have no right to expect him to come back to them and throw over American and Japanese agencies after the war. To firms who have not yet interested themselves in the South African market, the British Trade Commissioner's advice is that the time for action is now. In spite of pre-occupations and shortness of staff they must realize that the matter will not admit of postponement.

THE POTATO TRADE OF ARGENTINA.

FROM REPORT OF ACTING TRADE COMMISSIONER.

(Mr. B. S. Webb.)

BUENOS AIRES, September 14, 1917.

Argentina is not a steady importer of potatoes, but at times when there is a shortage due to a partial failure of local crops, the wholesale market people bring in quantities from abroad. The following are the customs statistics relating to the importation of fresh vegetables:—

Seed Potatoes.

	1912. Kilos.	1913. Kilos.	1914. Kilos.	1915. Kilos.	1916. Kilos.
France.. . . .	6,274,003	7,134,685	5,882,808	.....	—
Germany.. . . .	736,840	428,515	31,500	.....	—
Belgium.. . . .	311,500	.....	.....	.....	—
Italy.. . . .	171,655	.....	2,665,944	.....	—
Spain.. . . .	93,918	246,800	87,500	.....	—
United Kingdom.. . .	8,120	91,410	112,500	.....	—
Austria.. . . .	7,360	.....	.....	.....	—
Norway.. . . .	6,000	.....	.....	.....	—
Denmark.. . . .	3,000	.....	.....	.....	—
Uruguay.. . . .	.....	.....	380,386	.....	—
Sweden .. . . .	.....	.....	1,075	.....	—
Other countries	3,300	653,061	56,212	.....	—
Total. . . .	7,615,696	8,554,471	11,468,918	41,710,354	6,408,961

Fresh Vegetables.

	\$ gold. 1912.	\$ gold. 1913.	\$ gold. 1914.	\$ gold. 1915.	\$ gold. 1916.
Uruguay.. . . .	26,248 00	1,227 00	4,090 00	.....	—
Paraguay.. . . .	2,617 00	383 00	293 00	.....	—
Spain	1,380 00	1,700 00	426 00	.....	—
Brazil.. . . .	960 00	122 00	300 00	.....	—
Germany.. . . .	30 00	.....	.....	.....	—
United Kingdom.. . .	.....	700 00	.....	.....	—
Austria.. . . .	.....	100 00	.....	.....	—
Chile.. . . .	.....	70 00	.....	.....	—
Total.. . . .	31,235 00	4,302 00	5,109 00	9,792 00	7,703 00

There are two local crops, the first of which comes forward at the end of January and the second towards the end of August, and the partial failure of either of these would produce a temporary shortage and a corresponding rise in prices. It will be seen that the second follows so closely upon the first that any potatoes which are imported have to be timed to arrive with much precision, otherwise the shipment might arrive after the marketing of the second crop has begun and prices are low. For this reason the business of bringing in potatoes is a speculative one for the importers; large profits might be made or heavy losses incurred according to the condition of the market at the time of arrival. Prior to the war potatoes were brought in from the states of Washington and Virginia in crates containing 66 pounds net and weighing 80 pounds gross. Each shipment of potatoes has to be accompanied by certain documents certifying that they are free from diseases, etc. Potatoes for consumption pay a duty of one per cent gold per kilogramme, but seed potatoes are allowed in duty free. Seed potatoes for the most part are imported from France and Portugal and occasionally from Spain.

A normal price for local-grown potatoes would be about 45 cents gold per 10 kilogrammes, but when a shortage is felt prices rise to one dollar gold per 10 kilogrammes and sometimes higher. The present price for potatoes, grown locally from imported seed is about 90 cents gold per 10 kilogrammes, with a tendency to rise. The new crop, however, is expected to come forward towards the end of this month, and as, at the moment of writing, the prospects are that a good crop will be gathered, prices will probably drop down to somewhere in the neighbourhood of 50 cents gold next month.

A large number of Chilean potatoes in bags has been seen on the wholesale markets and an English produce broker has just gone to Chile for the purpose of purchasing 5,000 tons. It is probable that some 30,000 tons have been brought in during current year, but it is not possible to know whether or not any of these have come from North America. It is not thought likely, however, that American shippers could have landed potatoes to sell at \$100 gold per ton when outward freights from New York have been quoted at \$70 gold per ton, although special rates may have been obtained for deck cargo space which would allow a profitable business to be done.

There are in Buenos Aires a number of wholesale market people financially strong enough to import potatoes for their own account, but on inquiry from several commission houses who have negotiated consignments on their behalf, it is learned that business dealings with some of these importers are frequently unsatisfactory. While it is true that these importers buy cash against documents in New York or Buenos Aires, and will meet their obligations promptly if the market is firm at the time of arrival, it is also true that if the potatoes arrive on a falling market some of the importers will look for pretexts on which to make claims against the shippers. One of the largest importers here deducted the amount of a claim from the invoice of a succeeding shipment, and handed the cash balance to the shipper's agent here. The business is a speculative one for the importers and some of them when they find that they are going to lose money on a consignment try to saddle some of the loss onto the shipper.

It is quite possible that the value of Argentine imports of potatoes will increase as time goes on, and it is also probable that when freight rates return to a level approximating to those ruling before the war that it will be cheaper to bring them from North America than from Chile. It is known that potatoes are grown in Canada, which are particularly well suited to this market, and when Chilean competition ceases to be an important factor in the business it may well repay shippers to investigate conditions here. The present movement, however, is not too propitious for the inauguration of an export trade to Argentina of a perishable commodity such as potatoes, and should inquiries be received from here cash before shipment should be insisted upon.

FOREIGN MARKETS FOR IMITATION LEATHER.

On page 186 *et seq.* of *Weekly Bulletin* No. 704 were published particulars taken from the United States Commerce Reports regarding the market for imitation leather in various islands of the West Indian group and in Central America. Herewith we add information regarding European markets taken from the same source:—

Norway.

The tremendous advance in the cost of real leather and the difficulty experienced in obtaining sufficient supplies of this commodity have created an increased interest in artificial leathers of all kinds. Before the war Germany and England supplied the Norwegian market with most of the goods of this description, but as these sources no longer are available, or are greatly curtailed, American manufacturers have been depended upon to meet the increased demand.

Articles of this kind are subject to an import duty of 60 øre per kilogramme (7.3 cents per pound), according to paragraph 698 of the Norwegian customs tariff. There are no separate statistics which would show the value of these imports, but goods which are classified under the paragraph mentioned are chiefly artificial leather or table oilcloths, and were imported to the value of \$57,808 in 1914, the latest statistics available, as compared with \$43,282 in 1913.

PRICES OF VARIOUS CLASSES OF GOODS.

Prices of English goods used for bookbinding range from 9 pence (18 cents) to 1 shilling 6 pence (36 cents) per yard, less 12½ per cent, and 2 per cent extra for cash, free packing, f.o.b. Manchester. The pre-war prices for the same goods ranged from 6 pence (12 cents) to 1 shilling (24.3 cents) per yard. They come in rolls of about 50 yards, 1.25 metres wide, packed in cases.

Goods used in the suit-case and travelling-bag trade come from the United States. The firm that buys these goods prefers American makes, because the odour is less noticeable than in those from England and Germany. These goods come in rolls of 30 yards each, packed in cases, and cost, c.i.f. Christiania, duty paid, 3.60 crowns (96.5 cents) per metre. The width is 1.25 metres (metre = 1.09 yards).

In normal times credit terms on this class of goods are generally three months, and the business is conducted through commission agents who are granted exclusive agencies for the whole of Norway. The agents often guarantee the accounts. The commissions paid vary a great deal, ranging from 3 to 5 per cent.

Trade-marks may be registered for 10 years, with the privilege of renewal for another term of the same length. The fee is 30 crowns (\$8.04).

Denmark.

Any material which has fundamental merit and which can take the place of leather will find a ready market in Denmark. The use of the word "substitute" endangers the longevity of any material, but the enormous demand for leather has forced the trade to turn to other materials. Imitation goods which are of a woven fabric properly backed and correctly made are worthy of standing on a meritorious basis along with the material that comes from an animal's back. There is at present a large demand for this article, both in heavy and thin qualities, but the exact quantities that are imported are unknown.

AMERICANS HAVE PRACTICALLY WHOLE FIELD.

As the supply from Germany has entirely stopped, and British makers have not lately been supplying the market, practically no competition exists in this branch outside of America. There is considerable difference in design between British and American imitation leathers. Comparison of quality is difficult, but one make usually is not suitable as a substitute for the other. The article is generally handled through an agent against a commission of a few per cent. As the material is generally known and in great demand, advertising is not necessary.

The duty is 70 øre per kilogramme (8.5 cents per pound). Trade-mark and patent protection is not considered essential. There are no other laws affecting trade. During the war all goods in this line have been bought cash against documents America or England. Credit is not essential. The material is generally received in rolls packed in wooden boxes. Shipment by Danish steamers is preferred.

Portugal.

There is no imitation leather sold in Portugal at present, so far as can be ascertained from interested merchants. This article formerly was imported from Germany. The quantity cannot be stated, as it is classified in the Portuguese statistical tables with many other similar articles. There is no domestic supply. Commission houses and dealers are much interested in the samples of artificial leather submitted to them by an American firm and are convinced of an excellent demand for use in automobiles and furniture upholstery, novelty goods, and particular trades, such as bookbinding, hat sweaters, etc.

Undoubtedly the best method of introducing this merchandise is by the appointment of an agent who may handle the business for the entire country. Under present conditions, the agent probably would buy with payment at New York on confirmed credit and then sell to the Portuguese customers, granting to them the usual one to six months' credit. Advertising would be of value in establishing the business, although the reading public of the country is comparatively small.

Customs duty would probably be assessed under paragraph 571A of the Portuguese tariff, which specifies compositions in imitation of leather, the duty being 30 reis per kilogramme, or about 1 cent per pound. It is possible, however, that imitation leather would be dutiable under No. 573 as "Oleados nao especificados" at 700 reis a kilogramme. At present exchange this is about 22 cents a pound.

It is desirable that patents and trade-marks be registered as soon as the merchandise is placed on sale.

Netherlands.

Large quantities of imitation leather are used in this country for various purposes, such as bookbinding, automobiles, suitcases, purses, notebooks, etc. At present the supply is unequal to the demand because the war has practically closed the usual sources—Germany and England. The quantity required depends largely upon the supply of genuine leather. The imitation article supplants it in various cases where it would be used if available.

Prices vary from 8 cents per square foot for the cheapest grades up to \$1 or more. Practically no competition now exists, but when it develops the successful competitor will be the one who gives a specified quality at the lowest price, taking terms of delivery and payment into consideration.

PURCHASES BY AGENT ON HIS OWN ACCOUNT.

Advertising is not considered of any benefit where raw materials are concerned. Leather is in this class. The best method of sale is believed to be through agents, and the usual commission allowed is 5 to 10 per cent. It is considered better, however, that the agent buy on his own account to fill orders which he has obtained. In such cases the agent pays the lowest possible price with a discount for cash.

The import duty on imitation leather is 5 per cent ad valorem. I can learn of no trade laws which would interfere with the marketing of American imitation leather.

Ordinarily the person or firm that undertakes a general agency for Holland is able to finance the operations. The usual terms are 8 days cash with a discount of 3 to 5 per cent, 30 days with discount of 2 or 2½, or 90 days without discount. Packing should be in strong cases, fairly waterproof. Ordinarily, shipping arrangements would be according to agreement between agent and principal, but at present there are practically no facilities.

France.

Southwestern France, in view of the great scarcity of leather stock and the resultant excessively high prices of all leather products in the market, now affords an exceptional opportunity and a very desirable field for the introduction by American manufacturers of a really durable and serviceable imitation or artificial leather, for the use of establishments which employ or are in a position to employ considerable quantities of both leather goods and substitutes for leather.

Imitation leather is used in Bordeaux and other cities of this consular district in much more limited amounts than should be the case, apparently for the reason that either no satisfactory article is to be obtained, or no serious effort has yet been put forth to introduce it. Several American manufacturers of this product, however, are now making preparations to enter the market.

PREFER GOODS OF AMERICAN ORIGIN.

French importers and buyers are showing a decided preference for goods of American origin. This should encourage American manufacturers and exporters to investigate the market, not so much with the hope of reaping big harvests during the war as with the intention of establishing a permanent trade.

As the artificial leather business has only recently assumed importance, it is difficult to get any definite information or data relative to the previous imports and sales in this vicinity. Statistics of the goods received through this port for the past fiscal year do not indicate imitation leather as separate from leather products in general. This is evidence of the trade's late growth to importance.

Imitation leather has been used heretofore in this part of France by the shoe manufacturers, automobile furnishers, the upholstery trade, bag and satchel makers, and some other lines. In the shoe factories, of which there are several in this district, located in Bordeaux and in the Basses Pyrenees, use of this article is made for uppers. Automobile furnishers use substantial quantities of the waterproof grade for the automobile tops, covers, and cushions. The furniture upholsterers utilize artificial leather quite generally in place of real leather. Various grades are employed in the manufacture of all varieties of bags, satchels, and other containers for travellers and for men's hatbands.

METHOD OF INTRODUCING NEW PRODUCT.

For the introduction of a new product of this type into France and the Bordeaux consular district, it is suggested that the following method would doubtless prove to be effective:—

First, the manufacturer or exporter should send advertising matter in the language of the country, with small mailable samples of his product if possible, to the dealers, users, and importers, as a means of interesting the more important houses in the qualities of the article.

Second, a policy of advertising, with the aim of reaching a still greater number of possible buyers and users among the retailers, small dealers, department stores, etc., might effectively be pursued through the medium of popular journals and newspapers of a wide circulation throughout the country.

Third, and possibly fourth, representatives should be sent to France so as to be on the ground to give any assistance or advice desired, such persons preferably to be sent to the sample fairs or expositions held in the cities of Bordeaux, Lyon, and Marseille, where displays of samples might advantageously be made.

Fifth, the manufacturer or his representative should arrange to appoint local representatives in those commercial centres where the prospects would seem to warrant such a step, this probably being best determined by the general agent.

A last suggestion which might lead to good results, and which may be carried out at any time, is for the chief representative to give special attention to the furnishers of the Government, as these individuals and houses doubtless would be able to render substantial aid in the undertaking.

CONDITIONS AFFECTING IMPORTS.

With regard to the subject of import duties on imitation leather, it is found impossible to furnish exact or recent data, as the rates are adjusted very frequently and are continually being altered by ministerial decrees. The needs of the time have their effect on the rates that hold in any period. In the first year of the war, artificial or imitation leather and leatherboard, common or unworked, bore an import duty ranging from \$1.75 per 100 pounds minimum to \$2.63 per 100 pounds maximum; worked stock was rated from \$2.19 minimum to \$3.50 maximum. If the article has a balata, india-rubber, or similar base, it is rated according to the schedule at \$6.12 per 100 pounds minimum to \$9.19 maximum.

French importers, as a rule, are asking the most liberal terms possible, and the company that can offer goods c.i.f. port of arrival usually receives the favour of the buyers. It would probably be advisable for terms to be arranged between shipper and importer by mutual agreement and not by fixed rule. Long-time payment might be advisable in many cases, but the possibility of building up a permanent trade should compensate for this temporary inconvenience.

ECONOMICAL METHODS OF SHIPMENT REQUIRED.

Freight rates are now so exorbitant that exporters are especially urged to provide for the greatest economy of space in the packing of shipments. The most economical method of shipping artificial leather would be in the form of rolls, about 50 yards of the sheeting in each, lightly but firmly crated to prevent damage to the ends. It is desirable that the quotations be in metric terms for the measurement, and in French coinage for the prices, if possible.

It may well be said that probably there never existed a more favourable time than the present for the introduction into France and the Bordeaux consular district of imitation leather.

THE INDUSTRIAL CRISIS IN AUSTRALIA.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, September 26, 1917.

The second month of the greatest industrial upheaval experienced in Australia is concluding without any marked improvement in the conditions outlined in previous reports.

Excluding the hundreds of thousands of tons of oversea and coastal steamers lying idle, the Minister of Defence stated yesterday that twenty-seven transports (troopships, hospital ships and food and commodity ships) were held up in Australian ports. The seamen refuse to man these oversea steamers, the waterside workers refuse to load them and the limited number of non-union coal miners have so far been unable to produce sufficient coal for bunker requirements. Week by week more coal is being obtained, and in some sections the coal miners are returning to work. Large steamers, which arrived during August and September, have considerably augmented the vast fleet of idle shipping and, in these days of abnormal earning capacity, the monetary loss to the owners can readily be conjectured.

In all the principal cities, the use of gas and electricity for light, fuel and power, is circumscribed to the narrowest limits. From 8 a.m. until 5 p.m. daily, these utilities cannot be used even in the homes of the people, nor can they be availed of in other respects except—in cases of urgent necessity—by special permission.

Every important industry throughout Australia (including mining, manufacturing and transportation) has been affected by the labour unions striking at a period when exporting should, in view of the urgent demands on steamer tonnage, be accelerated by every legitimate means. No estimate has so far been made of the loss of wages to the strikers and the indirect losses are beyond the field of calculation.

So far, the only main steamers that have been able to maintain their itinerary are the Canadian-Australasian Royal Mail Line to and from Vancouver, and the Oceanic Company to and from San Francisco to Sydney, N.S.W. The quantity of mails carried via the North American routes in recent months easily constitute records.

The mail closes with a total paralysis in trading activities and with the apprehension that there is yet a considerable period before the labour revolution will collapse.

THE MANUFACTURE OF SULPHATE OF ALUMINA IN ARGENTINA.

In his report of September 14, Mr. B. S. Webb, Acting Canadian Commissioner, Buenos Aires, writes:—

“The Obras Sanitarias Department of the Argentine administration have purchased annually 8,000 tons of sulphate of alumina which is used for the precipitation of sediment in the water required for the consumption of the city of Buenos Aires. Prior to the war, this chemical was supplied at the prices ranging down to \$65 m/n (\$27.60 gold) per ton c.i.f. Buenos Aires. Owing to war conditions prices have risen steadily, the most recent tenders received ranging from \$280 m/n (\$118.87 gold) to

\$410 m/n \$(174.07 gold). In the meantime the department has installed a plant for supplying its own requirements. A special kind of clay, obtained gratis from its own properties, is treated in twelve vats with water and sulphuric acid supplied by the local gas company. Steam coils supply heat and compressed air tubes agitate the mass. The solution is drawn off into settling vats and conveyed directly to the water deposits.

"The electric energy used to drive the two air compressors is provided by the department's power station, so that the only expenses incurred are labour and the supply of sulphuric acid. This acid is 50 per cent higher in price than during normal times, and under these conditions the department calculate the cost of production to be equivalent to \$70 m/n (\$29.72 gold) per ton. Tenders will be called for from foreign manufacturers as before, the idea being that the chemical will be purchased abroad when it can be secured at a lower cost than that of local manufacture, but if the figures supplied be accurate it would seem that the Buenos Aires Water Works will not be placing any contracts abroad for some years to come. Apart from the water works the consumption of alumina in Argentina is small. There are a few textile factories operating here, mostly making woollen blankets and coarse cotton duck, but their demands for sulphate of alumina are not large. No sulphate of alumina is made outside of the factory referred to."

EXPORTS OF AUSTRALIAN WOOL.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, September 26, 1917.

The subjoined table shows the Australasian wool exports from July 1, 1916, to June 30, 1917, compared with the corresponding period last season:—

State.	1916-17. Bales.	1915-16. Bales.	+ Increase. — Decrease.
New South Wales.. . . .	590,372	840,137	— 249,765
Victoria.. . . .	277,394	342,476	— 65,082
South Australia.. . . .	160,052	92,654	+ 7,398
Queensland.. . . .	220,437	224,771	— 4,334
Western Australia.. . . .	58,256	73,564	— 15,308
Tasmania.. . . .	16,625	11,928	+ 4,697
Australian total.. . . .	1,263,136	1,585,530	
New Zealand.. . . .	411,000	510,656	
Total.. . . .	1,674,136	2,096,186	
Net decrease.. . . .	422,050		

Large quantities of wool were held over for shipment at the end of the fiscal year.

The preparatory work in connection with the detailed arrangements for the new season's wool appraisement is now considerably advanced, but it is anticipated that some weeks will elapse before the first appraisements will be entered upon. The 1917 clip has been purchased by the Imperial Government and allocations for other countries will be made on that account.

Owing to the unfortunate strikes prevailing throughout the Commonwealth, it has so far been impossible to ship the large quantity of wool waiting transportation to Canadian woollen mills.

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended October 19, 1917, has been furnished by Mr. Enrique R. Margarit, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation—

October 16, ss. *San Mateo*, 257 drums.

The market for fish in drums has continued quiet, but as the arrivals are of little importance, a stronger feeling is noted among holders and we can quote haddock at $11\frac{1}{2}$ cents per pound and hake at $10\frac{1}{2}$, while there are no supplies available of codfish in drums.

CODFISH IN CASES.

Importation—

October 16, ss. *Saramacca*, 150 cases, New York.

" 16, ss. *San Matco*, 1,766 cases, Boston.

The lack of demand for codfish in cases, together with the fact that holders of this article want to get rid of their supplies, due to present weather conditions, has had its effect upon the prices, as the quotations have fallen off again and we can only quote at \$16 to \$18 per case for that from United States and Canada.

HERRINGS.

The market has continued without stocks of bloaters and a price of \$1.75 per large box is predicted.

GOUDA CHEESE.

No change has occurred in the situation for Gouda cheese and we quote at 30 to 45 cents per pound for the cheese produced in the United States.

POTATOES.

Importation—

2,932 bags from New York.

5,524 barrels from New York.

2,450 bags from Boston.

2,094 barrels from Boston.

These receipts are too heavy, but a very active demand has been in evidence and in consequence holders have succeeded in raising their prices. Quotations are 4 cents per pound for those packed in bags and \$7 per barrel.

EXCHANGES.

New York, 3 d/s. one-eighth per cent premium.

London, s/d. at \$4.78 per £.

BOUNTY ON AUSTRALIAN OIL PRODUCTION.

FROM REPORT OF TRADE COMMISSIONER.

(Mr. D. H. Ross.)

MELBOURNE, September 26, 1917.

In order to provide for the payment of a bounty upon the production of crude shale oil from mine and kerosene shale in Australia, a Bill has been introduced into the Commonwealth Parliament. The Bill provides for the payment out of the Consolidated Revenue Fund the sum of £270,000 during the period of four years, commencing on 1st September, 1917, for the payment of the bounty. In order to entitle producers to the bounty the oil must be produced and the claim for bounty made within this period. The total amount of the bounty authorized to be paid in any one year is not to exceed the sum of £67,500 and the rate of bounty payable is set out as follows:—

On each gallon, up to 3,500,000 gallons.. . . .	2½d.
On each gallon, exceeding 3,500,000 and not exceeding 5,000,000 gallons.. . . .	2d.
On each gallon exceeding 5,000,000 gallons and not exceeding 8,000,000 gallons.. . . .	1¾d.
On each additional gallon.. . . .	1½d.

The date of the expiry of the bounty is August 31, 1921. Where the maximum amount of bounty for any year has not been paid in that year, the unpaid balance, or any part of it may be paid in any subsequent year, in addition to the maximum bounty for that year. Satisfactory proof must be furnished that the oil is of the prescribed quality.

The Minister of Trade and Customs, in moving the second reading of the Bill, stated that the production of oil in Australia had not so far proved a success. He expressed regret that negotiations which had been entered into with the Tasmanian Government for the supply of oil from the Latrobe shale oil deposits had fallen through. The Federal Government had offered the Tasmanian Government £3 15s. 0d. a ton for oil if it could produce it up to 8,000 tons per annum for a period of three years. The shale oil deposits in Tasmania were believed to be huge, and it was anticipated that there was sufficient shale there to produce up to 450,000,000 gallons of oil.

GOVERNMENT NOTICES AFFECTING TRADE.

Canada.

BREEDING LAMBS AND EWES IMPORTED FOR BREEDING PURPOSES, EXEMPT FROM DUTY.

By Order in Council, under the War Measures Act, in effect this date, it is provided that,—

During the period of the war, until otherwise ordered, remission and refund of duty is authorized in respect of breeding lambs and ewes imported into Canada for breeding purposes.

In order to expedite importation and delivery of these breeding lambs and ewes, they may be entered at the custom house as free of ordinary duty and war tax, on the usual form of entry for home consumption (B 1), the following statement on the back of the entry to be subscribed by the importer or his agent, viz.:—

“The ewes and lambs described in the foregoing entry are imported in good faith for breeding purposes.”

WAR MEASURES—PROHIBITED EXPORTS.

Plant, Machinery and Equipment for Production of Munitions of War.

His Excellency the Governor General in Council, on the recommendation of the Acting Minister of Customs, and in virtue of the provisions of the War Measures Act, 1914, is pleased to order and it is hereby ordered:

That the exportation to the United Kingdom, British Possessions and Protectorates and to all foreign countries, of *Plant, Machinery and Equipment* of all kinds for the manufacture or production of munitions of war shall be and is hereby prohibited except under license from the Minister of Customs.

IMPORTATION OF OLEOMARGARINE AND OTHER SUBSTITUTE FOR BUTTER.

On and after the first day of November, 1917, until otherwise ordered, oleomargarine, margarine, butterine, and other substitute for butter as defined in the Regulations by Order in Council hereinafter set forth, may be imported into Canada without ordinary customs duty or war tax. Provided that the importer shall have first obtained a license from the Food Controller for Canada (resident in Ottawa).

THE MANUFACTURE, SALE AND POSSESSION WITHIN CANADA OF OLEOMARGARINE.

Whereas attention is drawn to the abnormal demand for butter due to war conditions and to the very great probability that such abnormal demand and consequent high prices will prevail for this product for some time to come.

And whereas it is in the public interest, under the special conditions above named, that other fats should be available in Canada under strict and reasonable conditions as a substitute for butter.

Therefore His Excellency the Governor General in Council, under and in virtue of the provisions of the War Measures Act, 1914, is pleased to make and enact and doth hereby make and enact the following regulations providing for the importation into Canada and the permitting of the manufacture, sale and possession within Canada of oleomargarine and establishing the conditions of such importation, manufacture, sale and possession, such regulations to be in force and to have effect for the period during which the present abnormal conditions continue, the conclusion of such period to be determined by His Excellency the Governor General in Council, as provided in the said regulations, and as a war measure only.

Regulations.

1. On and after the first day of November, 1917, and until the Governor in Council has by order declared that the present abnormal conditions have ceased, paragraph (a) of section five of the Dairy and Industry Act, 1914, statutes of 1914, chapter seven, shall be suspended in so far as it provides that no person shall manufacture, import into Canada or offer, sell or have in his possession for sale, any oleomargarine as hereinafter defined, and the importation, manufacture, offering for sale and having in possession for sale of any such oleomargarine shall be permitted, subject, however, to the rules and regulations hereinafter set out.

2. For the purpose of these regulations "oleomargarine" shall mean and include oleomargarine, margarine, butterine, or any other substitute for butter which is manufactured wholly or in part from any fat other than that from milk and cream, which contains no foreign colouring matter and which does not contain more than sixteen per cent of water.

3. No person shall import or manufacture oleomargarine without having first obtained a license from the food controller for Canada; such license may at any time be cancelled by the food controller for the violation of any of the provisions of these regulations or of any other regulation made by His Excellency the Governor General in Council or by the food controller.

4. No oleomargarine shall be manufactured in Canada unless it has been manufactured under the supervision of the Minister of Agriculture of Canada, and no oleomargarine shall be imported into Canada unless it has been manufactured under Government supervision in the country of production and is accompanied by satisfactory evidence of such supervision.

5. Oleomargarine shall not be manufactured in any premises used as or connected with a butter factory, and no butter manufacturer or any person who handles butter for the purpose of reworking or mixing it, shall be given a license to import or to manufacture oleomargarine.

6. No preservative shall be used for or in oleomargarine except salt without the written permission of the food controller.

7. No person other than a manufacturer of oleomargarine shall mix oleomargarine and butter.

8. Every person who either imports or manufactures oleomargarine shall keep a book in which is entered the date of each importation, purchase, sale and shipment of oleomargarine, and the quantity so imported, sold or shipped, the person from or to whom it has been purchased, sold or shipped, the place from, in or to which it was imported, sold or shipped, and the name of the railway or steamship company by which such oleomargarine was transported; and such book shall be at all times open for the inspection by the food controller or any person authorized by the food controller to examine the same.

9. The food controller shall have power from time to time to regulate the price of all oleomargarine sold in Canada, and may determine the price with respect not only to the quality of the oleomargarine but also to the place in which it is sold.

10. Every package open or closed and containing oleomargarine must be durably and clearly marked "oleomargarine" on the top, bottom and sides of the package itself in printed letters not less than three-quarters of an inch square; and if such oleomargarine is exposed for sale by retail there must be attached to each parcel thereof exposed, in such manner as to be clearly visible to purchasers, a label marked "oleomargarine" in printed capital letters not less than one-half inch square.

(2) Every person selling oleomargarine by retail in packages other than packages so marked shall in every case deliver the same to the purchaser in a paper wrapper on which is printed in capital block letters not less than half an inch long and distinctly legible the word "oleomargarine." No other printed matter shall appear on the label.

(3) In all hotels, restaurants and public eating houses where oleomargarine is served there shall be prominently displayed in some conspicuous place a placard containing the words "oleomargarine served here" in capital block letters not less than one and one-half inches long.

(4) No label, placard or brand shall be used until it has been approved of by the food controller.

11. There shall be no customs duty charged on the importation of any oleomargarine into Canada that complies with the above regulations.

12. Any person violating any of the above regulations shall be guilty of an offence and shall be liable on summary conviction to a fine not exceeding five hundred dollars, or to imprisonment for a term not exceeding six months, or to both fine and imprisonment.

NOTES ON FOREIGN TRADE.

Exports of American-made Dyestuffs from the United States.

(United States Commerce Reports.)

The new classification used since the beginning of the current fiscal year by the Bureau of Foreign and Domestic Commerce in its monthly statements of domestic exports shows separately for the first time the item of aniline dyes. For the month of July the shipments of American-made aniline dyes from the United States to foreign countries amounted in value to \$497,106.

Of all the industries created or developed as a direct result of war conditions, none has shown more rapid progress than American dyestuffs. From only seven establishments, in which 528 people were engaged in producing 6,619,729 pounds of coal-tar colours, valued at \$1,126,699 in 1914, the industry has developed until now it not only supplies the domestic demand for colours, but has even invaded the foreign market in European neutral and allied countries—Canada, Mexico, Argentina, Brazil, British India, and Japan, as the following table discloses:—

Articles and countries to which exported.	July—		Seven months ending July—		
	1916.	1917.	1915.	1916.	1917.
Dyes and dyestuffs	\$687,555		\$1,279,251	\$4,804,343	<i>a</i> \$7,152,689
Aniline dyes.		\$497,106			<i>b</i> 497,106
Logwood extract.		205,024			6205,024
All other		576,579			6576,579
Total, dyes and foodstuffs	687,555	1,278,709	1,270,251	4,084,343	8,432,398
Exported to—					
France	30,139	203,691	18,152	237,558	505,784
Italy	29,662	66,854	237,662	610,531	1,103,900
Russia in Europe	56,876		5,022	333,994	57,683
Spain	22,931	100,170	13,814	175,586	779,497
United Kingdom	128,758	363,527	439,187	483,458	1,924,325
Canada	135,442	80,551	347,733	1,190,655	997,837
Mexico	2,689	34,729	413	99,697	413,114
Argentina	22,696	43,610	25,400	134,457	214,941
Brazil	30,820	152,414	3,862	95,080	954,109
British India		117,608	577	93,048	408,750
Japan	27,924	36,156	98,244	132,863	416,139
Other countries	200,518	79,939	79,285	497,416	656,719

a Figures cover period from January 1 to June 30, 1917.*b* July only.

No other article of commerce more vitally affects a greater number of industries than do coal-tar dyes, and very few articles rival them in complexity of manufacture. At the outbreak of the war the difficulties in the way of soon providing adequate domestic supplies seemed insurmountable; yet in the short space of three years scores of plants covering many acres of ground have been erected; numerous by-product coke ovens have been equipped to furnish the necessary raw materials; thousands of workmen have been trained; special machinery has been designed, built, and installed; hundreds of chemists and chemical engineers have given their entire time to the unfamiliar work connected with colour production; experimental research has been inaugurated for perfecting processes and machinery and the possible discovery of new colours; organization, consolidations, and alliances have been effected within the industry to further increase output at decreased cost; and it is understood in the trade that plans are under way for entering foreign markets on a large scale.

Japan's Rice Crop Safe after the Storm.

The following extract from the Japan *Advertiser* has been forwarded to the Department of Trade and Commerce by Mr. E. F. Crowe, Acting Canadian Trade Commissioner, Yokohama:—

With the first rice crop forecast for the year, the Government announced yesterday the effect of the recent storm on the grain crops on the basis of the reports sent in by Government experts in the different prefectures. Mr. Nakashoji, Minister of Agriculture and Commerce, also announced his intention to restrict the soaring in the cost of living by increasing the supply of grains.

Mr. Nakashoji says that for the past few days he has been anxious to devise the best possible measure for the restriction of rice prices. One-third of the visible stock of rice in Tokyo has been submerged and lost and only 400,000 sacks are available, whereas more than 700,000 sacks are wanted in a month in Tokyo. Mr. Nakashoji yesterday arranged with the President of the Imperial Government Railways to relieve the difficulty resulting from this loss of rice in Tokyo by concentrating stocks available in the city. In a few days freight trains will carry rice from all parts of the Empire to Tokyo and restore the normal supply, when the city will be entirely free from the fear of famine prices.

TO PUNISH OFFENDERS.

According to the Minister of Agriculture and Commerce, instructions have been sent to all officials dealing with retail men and wholesalers by the Government to punish strictly all attempts on their part to take advantage of the public affliction.

The first rice prediction says that at the time of bedding the weather conditions were rather unfavourable to paddies, but since the weather conditions have been quite favourable. Especially since July the high temperature so well maintained has stimulated markedly the growth of young paddies and the earing was excellent. Although toward the close of August the temperature fell off somewhat that temporary chill did not affect the paddy crops much.

On the basis of the census taken at the close of September the rice crops for the year may be estimated at 59,376,639 koku, an increase of 933,612 koku or 1.6 per cent over the actual result of harvest last year and also of 6,352,391 koku or 12 per cent over the normal.

The present estimation is the highest figure ever registered for rice crops in this country, as recorded:—

Years.	Actual Harvest. Koku.
1912..	50,222,509
1913..	50,255,267
1914..	57,006,541
1915..	55,924,590
1916..	58,442,047
1917 (estimated)..	59,376,659
Normal..	53,024,268

PADDIES WERE PROTECTED.

According to the Department of Agriculture and Commerce, in spite of the recent storm, the present crop prediction will have to be modified much. The typhoon progressed very rapidly and with extraordinary force, but paddies were then ready for harvesting in Hokkaido, the northeastern provinces and the northwestern provinces. In other provinces also paddies reached the last stage of growth, having eared ten or twenty days before. Their stems were then too tough to be easily broken by winds. The heavy rains also helped paddies in withstanding the force of winds.

The experts in the Government Agricultural Experiment Station at Nishigahara say further that the damage of the recent storm cannot be much more than 10 or 12 per cent if there be any. In Akita and other parts early crops were already harvested

when the typhoon visited the prefectures. In Tokyo and surrounding prefectures, too, early crops were not affected in the least. Only the latest crops were affected adversely, the utmost degree of damages being between 10 per cent and 12 per cent. To sum up, say the experts, the crops will not be reduced in quantity, but in quality there may be deterioration. Soya beans may have, however, been affected more seriously than supposed.

Paper-making Industry in Southwestern France.

(*Vice-Consul Asel D. Beeler, Bordeaux, United States Commerce Reports.*)

The manufacture of paper has long been a leading industry of southwestern France and the Midi, but the present scarcity of labour, raw materials, and the means of producing power are causing concern among the operators.

It appears there is an unusual opportunity for the introduction of modern American-made paper-making machinery, raw materials, and even manufactured products into this territory, and should new tariff arrangements be effected, such as are being contemplated with a view to a more general use of raw materials from the French colonial sources, this market would become of even more interest to American exporters.

RESOURCES OF SOUTHWESTERN FRANCE.

The natural resources and characteristics of the greater part of southwestern France are probably more favourable to the development and operation of the pulp and paper-making industry than other sections of the country. Power for the operation of the plants may be derived from the rivers of the Pyrenees as well as from those flowing westward through Gironde, Dordogne, and Charente. Both Gironde and The Landes have extensive woodlands that furnish material for the pulpmakers, and most of the cities supply considerable quantities of rags and waste for grinding and making into better grades of paper. Also the proximity of the plants to the seaboard and their favourable location on navigable streams afford a fairly ready means of access to French colonial and foreign markets and sources of raw material. These are some of the particularly advantageous features enjoyed by the French manufacturers of paper.

The present difficulties have received unusual consideration on the part of those interested in the industry and also by economists and journalists generally.

IMPORTANCE OF THE PAPER INDUSTRY.

Under the title "L'Avenir de l'Industrie du Papier dans le Sud-Ouest" (Future of the Paper Industry in the Southwest) the journal *La France de Bordeaux et du Sud-Ouest*, on June 15, 1917, gave the following facts:—

The paper industry occupies an important place among the evidences of economic activity in the districts between Loire and the Pyrenees. The southwest is favoured by two great centres of the paper industry, Limoges and Angoulême, and more than fifty establishments are clustered along the banks of the rivers in the districts of Charente and Limoges. The industrial region of Angoulême alone before the war counted twenty-one manufactories of paper and cardboard, without considering the twenty-two factories where the board is made into boxes and the five plants manufacturing corrugated paper, which is made by the utilization of various products of Angoulême. At the outbreak of hostilities the Department of Haute-Vienne in its bounds possessed twenty paper manufactories, employing more than 1,500 workmen.

It is worth while to consider, then, that the paper-making industry, which has heretofore provided a means of livelihood for an important element of the population

of our country, not only continues the prosperity which it has acquired in the past, but it should be able also to develop itself for the morrow of peace, in order to participate in economic regeneration of France.

The paper industry has been particularly affected by present conditions; its production has dropped to half the normal amount in our country. The scarcity of labour has contributed in a large measure to this deficit in production. It is not possible yet to remedy this matter. However, it is quite evident that the creation of technical instruction for the paper industry, either at Angoulême or at Limoges, will allow the factories to secure the specialists who have been taken away for other purposes from their plants, and it will be desirable for this instruction to be organized before the cessation of hostilities.

SHOULD DEVELOP WATER-POWER—SUPPLIES OF RAW MATERIALS.

The problem of furnishing raw material can be met more easily, if the question is dealt with in a firm manner. Several factories in the region of Angoulême have had to close their doors recently on account of the scarcity of coal. All of our factories are situated on the watercourses which furnish them with power necessary for their operation. How is it that the paper factories have not developed the rivers for the production of the energy which they need for working their machines? Coal is not lacking in our fields. But our factories are old, often antiquated. Their operators must modernize them. We will be able to compete with our rivals, allies and others, only if our resale prices are such as to permit doing business at the lowest possible rate. Coal will be more abundant in the future than it is at present, undoubtedly, but its price will continue quite high during the years to come. The paper manufacturers do not need, as the mineral producers, to employ coal in their operations. What they need will be power. Let it be secured by making the necessary sacrifices, in taking it from the floods which feed their plants.

As for the raw material needed in their operation—that is, the wood-pulp which they formerly obtained in Germany—they will have to ask it henceforth from our colonies. Equatorial Africa would furnish them in inexhaustible quantities the extracts most favourable for the paper business, and practical experiments with bamboos from Indo-China have shown that bamboo paper does not lack in quality any of the properties of that which we manufactured before the war.

Thus, the modernization of the equipment, the utilization of the waterfalls of the surrounding regions, the perfecting and the employment of the waterways in a much wider sense, the use of the colonial woods for the preparation of pulp especially, would all make it possible for our paper manufacturers of the southwest to lower their prices for resale, and in this way they would be favouring their industry. This is a programme of reforms to be realized by each individual operator and mill owner.

The situation appears to offer opportunities for the introduction of modern American paper-making machinery and raw material of every description.

Machinery Parts for Brazil.

(The Times Trade Supplement.)

There is felt, in practically all departments of the machinery trade of Brazil the want of certain equipment such as shafting, pulleys, gearing, hangers, couplings and bearings. The demand is not only insistent among factories and railway workshops, but the Government departments are as short of supplies as any other class of consumer. The current demand is but indifferently supplied from the United States, the factories of North America being principally engaged upon work for the Allies. In normal times Brazil is a fine market—perhaps one of the finest in the whole of

Latin America—for machinery supplies, tools, etc., all the principal dealers carrying permanently large stocks which are continually in need of replenishment. The many gas, electric light, water, and other corporations carrying out their own repairs and construction, the several railway shops, both Government and privately owned, the retail establishments, etc., are always in the market for supplies. Some idea of the extent of the requirements in the direction of small machinery and tools may be gathered when it is known that Brazil to-day maintains no fewer than 2,292 manufacturing establishments of some importance, for the industries of this character have always received support and encouragement from the Federal and State Governments. The most numerous industrial plants are to be found, of a necessity, in the Federal district (containing the capital), where there are some 584 factories, employing 30,490 hands and having an annual production worth between £12,000,000 and £13,000,000. The state of Minas Geraes comes next with 551 establishments, employing, however, only 8,850 men, the state of Sao Paulo, although possessing but 323 establishments, finding employment for 23,007. It is in this city that are found the most successful railway and railway shops in the country, those of the Sao Paulo Railway Company, a British-owned enterprise. Other states where large numbers of factories are to be met with are Rio Grande do Sul, employing 10,490 hands, and having an annual output worth £3,000,000; Santa Catharina, employing 1,600 hands in 125 different factories; and Rio de Janeiro with 190 factories and employing 11,700 men. Taking the whole of the industrial establishments, together numbering, as above mentioned, nearly 2,300 different factories, there are engaged upon manufacturing work 123,950 employees, representing a capital of £32,563,540 sterling, and producing to the value of £37,326,600 annually. The worth of this market to manufacturers of machinery and supplies of all kinds need not be emphasized. It is only necessary to add that, large and attractive as it is, every day sees it become wider, and more insistent on receiving supplies from Europe.

American Hats and Caps in New Zealand.

(*Consul General Alfred A. Winslow, Auckland, United States Commerce Reports.*)

American manufacturers of hats and caps that are prepared to supply the shapes and styles in demand and to compete with the English manufacturers in price should find a good market in New Zealand at present. Thus far the United States has furnished only the better grades of headwear, most of the cheap and medium goods coming from the United Kingdom. Recently, however, prices have advanced so much and supplies have been so difficult to secure that American goods of the cheaper class should find a ready sale.

The following table shows the New Zealand imports of hats and caps for the past three calendar years:—

	1914.		1915.		1916.	
	Dozens.	Value.	Dozens.	Value.	Dozens.	Value.
		\$		\$		\$
United Kingdom.	81,118	510,619	74,872	486,674	67,331	479,819
Austria	1,049	9,679	4	34	.....	-
France	881	6,623	469	1,362	107	1,718
Germany	1,061	7,791	2	30	.....	-
Italy	7,032	54,924	6,936	70,208	6,084	77,625
Japan	2,604	16,979	1,981	20,478	9,579	92,357
United States	237	4,460	527	11,334	688	12,263
All other countries.	2,798	12,654	781	8,361	781	11,313
Total	96,780	653,629	85,572	598,481	84,570	675,095

Although a slight increase in value of the imports is shown for 1916, the quantity shows a marked decrease compared with 1914 and 1915. The decline in felt hats is especially large, and stocks on hand are low. The Japanese gain is to a large extent in straw or imitation Panama hats, the latter made of paper, having had a large sale among both men and women. Soft felt hats from Italy have found a good demand in the Dominion.

The duty on hats and caps is 25 per cent ad valorem on shipments from all countries and a war tax of 1 per cent additional

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending November 2, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	568,590	296,614	143,441		1,008,645
Consolidated Elevator Co.	410,984	164,638	34,362	58,125	668,109
Empire Elevator Co.	247,097	336,609	69,268	30,493	683,467
Ogilvie Flour Mills Co.	486,515	71,237	84,029		641,781
Western Terminal Elevator Co.	218,520	82,952	1,717	77,767	380,956
G.T. Pacific	579,503	1,077,674	75,051	40,922	1,773,150
Grain Growers' Grain Co.	272,734	485,338	59,370		817,442
Fort William Elevator Co.	94,686	214,429	66,965	17,870	393,950
Eastern Terminal Elevator Co.	167,297	118,429	14,050		299,806
Port Arthur—					
Port Arthur Elevator Co.	612,415	582,748	369,529	41,830	1,606,522
D. Horn & Co.	69,614	85,057	14,491	70,729	239,891
Dominion Government Elevator	426,986	363,128	41,374	64,666	896,154
Thunder Bay	185,207	164,281	51,064	18,809	419,361
Davidson & Smith	241,258	20,304	55,074		316,636
Total Terminal Elevators	4,581,406	4,063,438	1,079,815	421,211	10,145,870
Saskatoon Dom. Govt. Elevator	3,971	87,515			91,486
Moosejaw Dom. Govt. Elevator	127,583	81,573	641	363	210,160
Calgary Dom. Govt. Elevator	129,921	78,111	1,351	690	210,073
Vancouver Dom. Govt. Elevator	102,220	4,055	210		106,485
Total Interior Terminal Elevators	363,695	251,254	2,202	1,053	618,204
Depot Harbour	85,950				85,950
Midland—					
Aberdeen Elevator Co.	520,370				520,370
Midland Elevator Co.	226,700	49,200			275,900
Tiffin, G.T.P.	1,072,625	1,430			1,074,055
Port McNicol	1,904,843	185			1,925,028
Collingwood					
Goderich	645,846	103,684		21,799	771,329
Western Canada Flour Mills Co. Ltd.	397,470				397,470
Kingston—					
Montreal Transportation Co.	369,634	34,905			404,539
Commercial Elevator Co.					
Port Colborne	851,287		39,804		891,091
Prescott					
Montreal—					
Harbour Commissioners No. 1	466,540	71,846	82,347		620,733
" " No. 2	1,326,782	34,482	42,836		1,404,100
Montreal Warehousing Co.	1,406,469	121,489	218,813		1,746,771
Quebec Harbour Commissioners	1,855	10,645			12,500
West St. John, N.B.	263,742	9,706			273,448
Halifax, N.S.	32,076				32,076
Total Public Elevators	9,592,189	437,572	383,800	21,799	10,435,360
Total quantity in store	14,537,290	4,752,264	1,465,817	444,063	21,199,434

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended November 2, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—				
No. 1 Hard	95,545	15,166	92,447	203,158
No. 1 Northern	1,373,557	122,357	6,175,430	7,671,344
No. 2 "	874,845	43,160	1,672,651	2,590,656
No. 3 "	676,323	24,739	492,714	1,193,776
No. 4 Wheat	576,187	5,458	350,897	932,542
No. 5 "	250,787	4,009	4,304	259,100
No. 6 "	108,114	4,519	49,714	162,347
Other	626,048	144,287	754,032	1,524,36
Totals.....	4,581,406	363,695	9,592,189	14,537,290
Oats—				
No. 1 C. W.	8,717			8,717
No. 2 "	1,499,618	57,708	132,355	1,689,681
No. 3 "	295,449	4,219	32,091	331,759
Ex. No. 1 Feed	537,613	46,616	44,812	629,041
No. 1 Feed	587,195	30,028	11,366	628,589
No. 2 "	635,769	6,242	25,329	667,340
Other	499,076	106,441	191,619	797,136
Totals.....	4,063,438	251,254	437,572	4,752,264
Barley—				
No. 3 extra C.W.	4,531			4,531
No. 3 C. W.	283,507	210	160,808	444,525
No. 4 "	398,679		146,177	544,856
Feed	171,583			171,583
Rejected	135,227		19,270	154,497
Other	86,288	1,992	57,545	145,825
Totals.....	1,079,815	2,202	383,800	1,465,817
Flax—				
No. 1 Northwestern Canada	330,921	293	21,799	353,013
No. 2 C. W.	37,671			37,671
No. 3 "	3,906			3,906
Rejected				-
Other	48,713	760		49,473
Totals	421,211	1,053	21,799	444,063
Corn				-
Total quantity in store.....	10,145,870	618,204	10,435,360	21,199,434

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East, on November 2, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>Nov. 2, 1917.</i>			
Terminal Elevators.....	4,581,406	5,564,464	10,145,870
Interior Terminals.....	363,695	254,509	618,204
Public Elevators in the East.....	9,592,189	843,171	10,435,360
Total.....	14,537,290	6,662,144	21,199,434
<i>Nov. 3, 1916.</i>			
Terminal Elevators.....	9,850,280	5,820,803	15,671,083
Interior Terminals.....	353,024	83,184	436,208
Public Elevators in the East.....	6,393,347	9,048,655	15,442,002
Total.....	16,596,651	14,952,642	31,549,293
<i>Nov. 5, 1915.</i>			
Terminal Elevators.....	16,870,762	4,026,538	20,897,300
Interior Terminals.....	175,304	59,098	234,402
Public Elevators in the East.....	5,353,373	1,529,130	6,882,503
Total.....	22,399,439	5,614,766	28,014,205
<i>Nov. 5, 1914.</i>			
Terminal Elevators.....	10,094,261	3,594,889	13,689,153
Interior Terminals.....	269,536	44,780	314,316
Public Elevators in the East.....	7,406,105	2,012,251	9,418,356
Total.....	17,769,905	5,651,920	23,421,825

TENDERS INVITED.

Australia.

Tender forms, catalogues and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for equipment required by the Victorian Railways, Melbourne, the Postmaster-General's Department, Sydney, N.S.W., and the Postmaster-General's Department, Perth, W.A. These tender forms are open to the inspection of Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer File No. 16743).

Particulars of the requirements, together with the dates on which the tenders close, are briefly outlined thus:—

VICTORIAN RAILWAYS, MELBOURNE.

No.	Date Closing.	Particulars.
31,075.	November 14, 1917—	195 steel tires, as per drawings.

POSTMASTER-GENERAL'S DEPARTMENT, SYDNEY, N.S.W.

Tenders addressed to the Deputy Postmaster-General, Sydney, N.S.W., are as follows:—

Schedule.	Date Closing.	Particulars.
No. 645.	December 6, 1917—	432 pounds copper enamel insulated wire as specified.
No. 645.	" 6, 1917.—	40 pounds "Eureka" silk covered wire.
No. 646.	November 19, 1917.—	4,100 pounds sheet brass, hard rolled.
No. 646.	" 19, 1917.—	1,000 pounds nickel silver sheet.
No. 647.	" 19, 1917.—	600 pounds wood fibre sheet.
No. 652.	" 29, 1917.—	500 yards cable, 10 conductors, as specified.
No. 652.	" 29, 1917.—	1,000 yards cable, 32 conductors, as specified.
No. 652.	" 29, 1917.—	500 yards cable, 42 conductors, as specified.
No. 652.	" 29, 1917.—	500 yards cable, 100 conductors, as specified.
No. 655.	" 22, 1917.—	3,000 battery Bullseye indicators.
No. 655.	" 22, 1917.—	200 press button type keys.
No. 655.	" 22, 1917.—	900 listening and ringing keys.
No. 655.	" 22, 1917.—	1,000 lamps, 55 volt.
No. 655.	" 22, 1917.—	25 polarized relays.
No. 655.	" 22, 1917.—	200 cut-off relays.

POSTMASTER-GENERAL'S DEPARTMENT, PERTH, W.A.

Tenders addressed to the Deputy Postmaster-General, Perth, W.A., are as follows:—

Schedule.	Date Closing.	Particulars.
No. 582.	December 12, 1917.—	800 heat coils, as specified.
No. 582.	" 12, 1917.—	250 fuses.
No. 582.	" 12, 1917.—	3½ horse-power shunt wound field motors.
No. 582.	" 12, 1917.—	400 plugs.
No. 582.	" 12, 1917.—	25 ebonite sleeves.

South Africa.

POSTS AND TELEGRAPH INDENTS.

The Canadian Trade Commissioner in Cape Town, Mr. W. J. Egan, has forwarded to the Department of Trade and Commerce copies of indents Nos. 142, 143, 145 and 148, issued by the Department of Posts and Telegraphs of the Union of South Africa and recently transmitted to the High Commissioner for South Africa in London, England. The requirements represented in these indents include such items as copper tapes and binders, copper wire, galvanized iron wire, bronze wire, steel suspension wire, vulcanized india-rubber wire, braided wire, jumper flame-proof wire, outside distributing wire, aerial cable wire, indoor cable wire, switchboard cable wire, curved washers, back straps, bolts and nuts, cement, clips, clamps, emery cloth, grease preservatives, insulators, cupholders, cast-iron pipes, copper plates, plumbers' metal, bases for telegraph poles, base plates, screw rings, lightning rods, lead sleeves, paper sleeves, solder and solder basins, soldering solution, galvanized rods and plates, coppered staples, tape, galvanized-iron thimbles, ribbons for calculographs, soldering electric vulcan boats, knuckle tongs, dynamometers, india-rubber gloves, cable grips, extension ladders, padlocks, pliers, ratchets, spanners, firepots. These requirements should be of service in pointing out to Canadian manufacturers the necessity of representation in South Africa or London. The indents may be seen at the Department of Trade and Commerce, Ottawa. (Refer File No. 18760.)

Help to End the War

If we can't fight, our dollars can. Send your dollars to the front by buying Victory Bonds —as many as you can.

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1445. **Furniture.**—A manufacturers' agent in St. John's, Newfoundland, is open to represent Canadian manufacturers of church, school and office furniture.

1446. **Pumps.**—A commission agent in Omsk, Siberia, is desirous of receiving quotations from Canadian manufacturers of pumps.

1447. **Washing machines.**—A commission agent in Omsk, Siberia, would like to receive quotations from Canadian firms in a position to supply washing machines.

1448. **Flour-mill machinery.**—A party doing business in Omsk, Siberia, would be glad to receive quotations from Canadian manufacturers in a position to supply roller flour-milling machinery of a size 14 feet diameter and 32 feet in length.

1449. **Fibre-board.**—A London manufacturing company wishes to get into touch with Canadian manufacturers of fibre-board with a view to business after the war.

1450. **Oak timbers.**—A Spanish house wishes to purchase in Canada oak timbers undressed, cut with axe or saw, the dimensions to be 6 inches thick, 9 inches wide and 4 feet long, to be used in making wine barrels.

1451. **Machinery.**—A Cape Town firm of manufacturers asks for catalogues and price lists of starch-making machinery, tartaric acid machinery, and grain alcohol machinery.

1452. **Agencies.**—A Johannesburg engineer with established selling connections on the Rand, is prepared to take up the representation for Canadian manufacturers of mining machinery, mining material and supplies of all kinds.

1453. **Agencies.**—A firm in Johannesburg with established connections is prepared to handle general engineering articles and supplies, including refrigerating machinery of all kinds.

1454. **Toilet soaps, perfumes, essences, etc.**—A Johannesburg firm of manufacturers are prepared to handle a smart line of the above goods for Johannesburg and district. Immediate correspondence requested for present business or preparation for after-the-war.

1455. **Mining supplies.**—A firm of South African manufacturers who are members of the Johannesburg Commercial Exchange, request correspondence from Canadian manufacturers of lubricating oils, belting, drill steel, paints, picks, shovels, rubber conveyor belting and rubber goods in general.

1456. **Carbon.**—A firm of engineers in Johannesburg are prepared to take up the agency for Canadian-made carbon, brushes, dry cells, arc lamps, carbons, bioscope and projector carbon. Other details on file at Department of Trade and Commerce, Ottawa.

1457. **Soap manufacturers' requirements.**—A Transvaal firm of soap, grease and chemical manufacturers, are in the market from time to time for the following lines: Creosote, carbonate of soda, chysalic acid, Stockholm tar, coal tar, paraffin wax (extra hard), anthracene grease oil, naphthaline flake, glue, petrolatum (dark and light), linseed oil, silicate of soda, black resin, red resin, citronella, saffron. Quotations are asked for. Particulars *re* quantity are on file at the Department of Trade and Commerce, Ottawa.

INQUIRIES RECEIVED BY THE BRITISH TRADE COMMISSIONER IN CANADA.

By a reciprocal arrangement between the British Board of Trade and the Canadian Department of Trade and Commerce, the *Weekly Bulletin* will publish regularly inquiries received from British export houses which wish to open connections in Canada. The addresses and other information regarding these inquiries can be obtained by writing to the British Trade Commissioner in Canada, 363 Beaver Hall Square, Montreal, referring to British Trade Inquiry reference numbers given below.

Annatto seed.—A London, England, firm of merchants has in stock a quantity of Annatto seed imported direct from Madras, India, and would like to hear from Canadian purchasers. Annatto is used among other things for colouring butter and cheese. (British Trade Inquiry Reference No. 2883.)

Marine engines.—An English firm, builders of marine engines, etc., desires to get in touch with a Canadian representative who can sell their manufactures. (British Trade Inquiry Reference No. 1996.)

Salted and dried yolks.—A Glasgow (Scotland) firm of drysalters and merchants has a quantity of salted yolks and dried yolks in stock, and would like to hear from likely buyers in Canada. (British Trade Inquiry Reference No. 2862.)

Services required of a Canadian gentleman familiar with the timber and pulp trade.—A London (England) firm of brokers and importers (members of the "Baltic" and the "Corn Exchange"), desires to engage the services of a Canadian gentleman familiar with the timber and pulp trade, with a view to his proceeding to London to take charge of the timber and pulp department of their business. (British Trade Inquiry Reference No. 2516.)

Carpets and hearth rugs.—An English firm manufacturing carpets and rugs, desires to hear from Canadian buyers of these goods. (British Trade Inquiry Reference No. 2856.)

Fancy leather goods.—An English firm of manufacturers (in the Midlands) desires to appoint agents in Canada for the sale of fancy leather goods. (British Trade Inquiry Reference No. 1868.)

Disinfectants, sulphur candles, etc.—A London (England) firm of manufacturers desires to appoint agents in Canada for the sale of its products. (British Trade Inquiry Reference No. 599-A.)

Laces, veilings, nets, Italian cloth, cashmeres, embroideries, etc.—A Nottingham (England) firm desires to appoint reliable agents for the sale of these goods in the eastern and western provinces (Ontario and Quebec excluded). (British Trade Inquiry Reference No. 650-B.)

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

- (*Circulated within Canada only.*)
Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00, paper cover, 75 cents.*)

*Canada Year-Book. (*Price, \$1.00.*)

*Census Returns. (*Price of volumes vary.*)

*Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, Via Carlo Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

P. H. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.* (Exports from Canada to Holland are at present prohibited).

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Address, Sontums.* (Exports from Canada to Norway, Sweden and Denmark are at present prohibited.)

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

1117



Commercial Intelligence journal

VOL. XVII.

No. 721.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, NOVEMBER 19, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, November 19, 1917.

No. 721

THE COUNTRY BACK OF THE VICTORY LOAN.

The following information gleaned from the book "Canada the Country of the Twentieth Century," by Watson Griffin, published in 1915 by the authority of the Minister of Trade and Commerce, shows the immense possibilities of the country at the back of the Victory Loan. It should be noted that the statistics given are for the period before the war and show the normal growth of Canada:—

COMPARED WITH OTHER COUNTRIES.

Prince Edward Island, with over thirty-one times the area of Jersey and Guernsey and nearly the whole of its area very fertile, might have a population of over three millions and yet be less densely populated than the Channel Islands.

Nova Scotia is almost as large as Belgium and Holland combined, which together have over twelve million people. The most northern point is several degrees farther south than the most southern point of the British Isles.

New Brunswick is almost as large as Scotland, which has nearly five million people. No part of the province is as far north as Paris. Saint John, the chief Atlantic winter port of Canada, is farther south than Venice.

Quebec Province is larger than the combined areas of Belgium, Holland, Germany, Denmark, Sweden and Austria-Hungary, which had a population of over 140,000,000 before the great war began. It lies within the same latitude as Russia-in-Europe from the Black sea to the White sea.

Ontario is nearly as large as Germany and France combined. The part of the province south of Georgian bay and the French river is as large as England. Toronto is farther south than Florence, Italy. Hamilton is in about the same latitude as the Mediterranean port of Marseilles, France.

Manitoba is larger than Germany, Belgium, Holland and Switzerland combined. Winnipeg is farther south than any city in the British Isles.

Saskatchewan is as large as Austria-Hungary with more than half of Serbia added. Regina is farther south than Portsmouth, England.

Alberta is larger than Italy, Greece, Montenegro, Serbia, Rumania and Bulgaria combined. Edmonton is in about the same latitude as Manchester, England.

The Northwest Territories are within about the same latitudes as Finland and the northern provinces of Russia. Their climate and natural resources are similar.

British Columbia and the Yukon are as large as the combined area of the United Kingdom, Holland, Belgium, Switzerland, Germany, Denmark and Sweden, having together a population of over 135,000,000. Vancouver island is more than sixteen times as large as the state of Rhode Island; if it were as densely populated it would have nine million people. Victoria is farther south than Paris and Vancouver only a little farther north, while Prince Rupert is farther south than Belfast, Ireland.

THE COUNTRY OF THE TWENTIETH CENTURY.

It has been said that Canada will be the country of the twentieth century just as the United States was the country of the nineteenth century as regards rapid

increase of population and development of natural resources. In the year 1810 the population of the United States was 7,239,881 as compared with Canada's population of 7,206,643 in 1911. The population of the United States at the close of the last century was over 75,000,000. There is reason to believe that Canada's population will be seventy-five millions long before the close of the twentieth century. In the early days of settlement in the United States the population of the British Isles and continental Europe was very much less than now and the emigration from those countries was necessarily less than at the present time. Emigrants from Europe had to cross the Atlantic in slow-going sailing vessels whereas they now have the accommodation of fast steamships. The United States had no well-settled neighbouring country from which to draw settlers. Canada received from the United States in 1914 over 107,000 settlers and as the great Republic to the south of Canada becomes more densely populated the influx of American settlers looking for new opportunities in the Canadian land of promise will steadily increase.

IMMIGRATION OF CANADA AND THE UNITED STATES.

The total immigration of Canada was 402,432 in the year 1913, and 384,878 in 1914. It was not until the year 1842 that immigration to the United States passed the 100,000 mark. In no year prior to 1850 did it reach 300,000. A very small number of immigrants arrived in the United States during the first quarter of the nineteenth century. In the year 1825 the immigrants numbered 10,199. During the next five years the annual immigration averaged 20,587. For the last seven decades of the nineteenth century the immigration was as follows:—

1831-1840	599,928
1841-1850	1,713,257
1851-1860	2,577,580
1861-1870	2,278,625
1871-1880	2,812,191
1881-1890	5,245,613
1891-1900	3,844,420

During the ten years ending with 1914 the total immigration to Canada was 2,530,799 as compared with 2,577,580 arriving in the United States during the decade ending with 1860, when the United States had a population of 31,443,321. During the decade ending with 1870, when the United States had a population of 38,558,371 the immigration was over 250,000 less than the immigration to Canada during the decade ending with 1914, when the population of Canada did not exceed nine millions. For the decade ending with 1880, when the population of the United States was 50,155,783, the immigration to the United States averaged only 28,139 more annually than the Canadian average for the ten years ending with 1914. These figures have great significance in considering the probable growth of Canada during the twentieth century. The development of the United States in the nineteenth century was regarded as more marvellous than that of any other country in the world's history, but the percentage of growth of Canada since the beginning of the twentieth century has been far greater than that of the United States in any period of equal length during the last century.

The commerce of the United States only amounted in value to \$991,896,889 in the year 1870, when the population was 38,558,371. In 1880, when the population of the United States was 50,155,783, the imports were valued at \$667,954,746, as compared with Canada's imports of \$692,032,392 in the fiscal year 1913 and \$650,746,797 in the fiscal year 1914. Thus Canada's trade is already worth as much to the other nations as that of the United States was when the population was over fifty millions.

EVIDENCES OF RAPID GROWTH.

There are many evidences of rapid growth since the beginning of the twentieth century. Comparing the year 1900 with the year 1914 the number of letters and postcards mailed in the latter year was more than three and a half times as great, the postal money orders being over six times as great in number and value, the number of passengers transported by steam railways more than twice as great, and the number transported by electric railways more than five times as great; nearly three times as much freight was carried by steam railways and more than six times

as much by the electric railways, while over seven times as much freight passed through Canadian canals; there was nearly three and a half times as much fire insurance at risk and nearly three times as much life insurance in force; the bank deposits amounted to nearly three times as much and the external trade was nearly three times as great. The figures for 1900 and 1914 were as follows:—

	1900.	1914.
Letters and postcards mailed..	205,422,500	737,638,000
Passengers carried by steam railways.. . . .	21,500,175	46,702,280
Tons of freight carried by steam railways.. . .	35,946,183	101,393,989
Passengers carried by electric railways.. . . .	*120,934,656	614,709,819
Tons of freight carried by electric railways.. .	*287,926	1,845,023
Tons of freight passing through canals.. . . .	5,013,693	37,023,237
Net amount of life insurance in force	\$431,069,846	\$1,242,160,478
Number of postal money orders issued.. . . .	1,074,922	7,227,964
Value of postal money orders issued... . . .	\$16,209,069	\$109,500,670
Average amount of deposits in chartered banks, exclusive of Government deposits...	\$305,140,242	\$1,002,830,575
Canadian exports..	191,894,723	478,997,928
" imports..	189,622,513	650,746,797

* The year 1901 is the first year for which electric railway statistics are available.

A NEW INDUSTRY LOCATED IN BROCKVILLE, ONT.

A fine example of making use of breweries (closed down on account of prohibition) is seen in the old Brockville brewery which has now been turned into a condensed milk factory.

The Laing Produce and Cold Storage Company, Limited, is the name of the new company referred to. This company, under the management of Mr. J. R. A. Laing, has installed an equipment of the latest design for which this building is suitable.

When seen the firm had been working only five days, but were hoping to employ in a few days seventy hands, and to increase their capacity 1,000 cases (4 dozen tins to a case) per day. The firm also has installed one of the latest and most improved cold storage and ice refrigerating plants and it is the intention of carrying on a general produce business. The plant is situated in a very good locality as far as the buying of raw material is concerned. During the past year hundreds of tons of milk have been exported to the American side of the river for the disposal of American condensing plants. This valuable raw material for the most part has now been diverted to Canadian channels, being almost entirely consumed by the Laing Produce and Cold Storage Company. Thus we have an example of a new industry grown up from the foundations of this brewery establishment, which not only manufactures Canadian raw material into a Canadian manufactured article in Canada, but also gives employment to more Canadian men and as the greater part of the output is intended for the export market, also will contribute its quota to the enhancement of Canadian export trade generally. This company is very desirous of receiving foreign inquiries.

ARGENTINA.

REPORT OF ACTING TRADE COMMISSIONER.

(*Mr. B. S. Webb.*)

BUENOS AIRES, September 20, 1917.

THE ENAMELLED WARE MARKET IN ARGENTINA.

The demand for enamelled ware in Argentina is very large and there are probably but few countries in the world in which the preference for enamelled ware is so strong as it is in Argentina. One of the chief reasons for this is its low price, another reason being its durability as compared with earthenware, which becomes important in view of the inferior class of immigrant domestic servants employed in the kitchens of the country; another circumstance which makes for the popularity of enamelled ware is the comparative ease with which suitable designs can be obtained from both local and foreign factories.

Austrian manufacturers were the original exporters of enamelled ware to this Republic. The articles they sent were of good quality and well finished, so much so, that importers claim that while perhaps the best American enamelled ware might equal it in quality, the product of no country is superior to it. Imported enamelled

ware pays a duty of 25 per cent ad valorem, and with the object of manufacturing it locally, under the protection thus afforded, a factory was built some ten years or more ago, under the direction of an expert from Austria. This factory, the only one of its kind in the Republic, used the same colours as the original Austrian exporters, i.e. brown outside and white interior, but the quality of the local article has always been much inferior to the imported Austrian. In fact, it is made to sell at a lower price for use in country districts and for use in the homes of the poorer classes. It is also said that the local factory could not turn out an article equal to the Austrian even if the proprietors wished to. From the experience gained at first hand, the local factory began to produce designs specially adapted to the needs of the country, and when it is remembered that most of the cooking is done on open charcoal stoves, it will easily be understood that the designs must necessarily be somewhat different to those in common use in countries where coal-burning open and closed ranges are used. The Austrian manufacturers, desirous of retaining the trade which they still had in the better quality goods, modified their designs from time to time to keep pace with the local factory. The consuming public has thus become accustomed to one particular colour and one set of recognized patterns.

LOCAL CONSUMPTION.

The value of the Argentine market may be appreciated from the following facts and figures: it is estimated that the local factory sold last year more than one and a half million dollars of enamelled ware. In addition to this quantity, 80 per cent of the articles imported into the Republic under the general heading of "Kitchen Utensils" are probably made of enamelled iron. The value of the imports under this heading during recent years as given by the Customs Department are given below:—

Kitchen Utensils.

	1912. \$ gold.	1913. \$ gold.	1914. \$ gold.	1915. \$ gold.	1916. \$ gold.
Germany.. . . .	768,322	855,341	461,013	.....	—
Belgium.. . . .	101,121	44,130	26,354	.....	—
France.. . . .	99,422	181,521	66,418	.....	—
United States.. . . .	54,356	60,632	47,081	.....	—
Austria.. . . .	33,121	60,062	7,255	.....	—
Spain.. . . .	32,148	5,038	7,490	.....	—
Sweden.. . . .	21,887	84,160	41,490	.....	—
Italy.. . . .	6,523	18,507	11,761	.....	—
Switzerland.. . . .	5,467	4,474	1,062	.....	—
Norway.. . . .	3,350	2,368	1,700	.....	—
United Kingdom	3,170	132,902	76,400	.....	—
Denmark.. . . .	921	111	120	.....	—
Uruguay.. . . .	28	.....	35	.....	—
Chili.. . . .	6	.....	.....	.....	—
Bolivia.. . . .	.....	114	.....	.....	—
Brazil.. . . .	.....	45	.....	.....	—
Turkey.. . . .	.....	17	.....	.....	—
Other countries.. . . .	44,261	27,726	22,670	.....	—
Total.. . . .	1,174,103	1,477,148	770,849	501,638	77,094

It must be remembered that the customs valuation here given is much less than the actual value, probably less than half. The imports credited to Germany must be taken as referring to Austrian goods, as practically all the export trade of that country has been conducted through German export houses. The large increase of imports from England which took place during the year 1913 is probably a result of the activities of the branch house of an English manufacturer which commenced operations here at about that time. The heavy falling off in imports during the years 1915-1916, is due not so much to a decrease in the consumption as to difficulties in the way of obtaining supplies from abroad.

Heavy Stamped Steel and Cast Iron Hollow-ware.

In the manufacture of heavy stamped steel hollow-ware with tinned insides or enamelled insides, no country has been able to compete successfully with the United Kingdom, and the following tables, though not relating entirely to stamped steel enamelled ware, are given as a matter of interest:—

Saucepans.

	1912. Kilos.	1913. Kilos.	1914. Kilos.	1915. Kilos.	1916. Kilos.
United Kingdom.. . . .	14,524	33,352	3,370	.....	—
Germany...	5,741	15,743	312	.....	—
Belgium...	945	.....	6,701	.....	—
France...	418	1,800	.....	.....	—
Austria...	142	.....	.....	.....	—
Total.. . . .	21,770	50,895	10,383	3,685	10,504

These figures refer mostly to the importation of stamped steel stew pans with long handles and lids, tinned inside and japanned outside.

Iron Pots.

	1912. Kilos.	1913. Kilos.	1914. Kilos.	1915. Kilos.	1916. Kilos.
United Kingdom.. . . .	22,783	164,848	118,107	.....	—
Belgium...	99,259	50,893	20,994	.....	—
Germany...	19,839	32,663	5,777	.....	—
France...	3,143	861	7,925	.....	—
United States... . . . .	.....	1,008	21	.....	—
Total.. . . .	344,024	250,273	152,824	37,309	99,687

Most of the imports under this heading will probably consist of large cast-iron round kettles with bail handles or with circular bow handles.

Kettles.

	1912. Kilos.	1913. Kilos.	1914. Kilos.	1915. Kilos.	1916. Kilos.
United Kingdom.. . . .	10,791	13,108	5,526	.....	—
Germany...	618	2,497	2,507	.....	—
Uruguay...	290	348	.....	.....	—
France...	213	15	17	.....	—
Total.. . . .	11,912	15,968	8,050	967	5,311

These figures refer to cast-iron stew kettles which are sometimes used in country districts for hanging on a tripod; or to large round heavy stamped steel kettles.

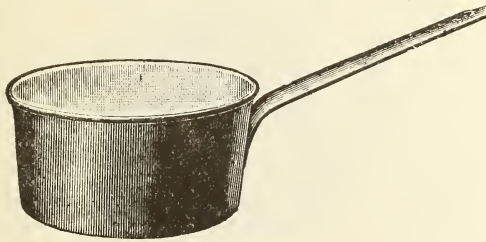
Colours.

The only colour in demand in Argentina is the brown outside and white interior. These colours have been in use for many years and buyers have come to have a strong preference for them. Probably owing to the superior quality of the early Austrian importations, consumers have come to believe that because an article is finished brown outside it must necessarily be of good quality. Mottled grey exteriors are not liked because it is thought that these colours are used so that chippings on the outside may

pass unobserved. Mottled blue and white and azure exteriors are not liked because they clash with the brown already in use. The demand for dark blue is almost nil. The interior must be white in order to show up the presence of dirt on the inside of the utensil. Argentine servants, as a class, are not scrupulously clean, and the ladies think that if they were to supply them with utensils having granite, pepper and salt, or dark blue interiors, the inside of kettles, jugs and saucepans, would never be cleaned. But as neither the English or the Austrian manufacturers of brown and white are able to supply the demand importers of high grade ware are being forced to accept other colours. Failing brown and white, granite and white or pepper and salt and white are preferred for articles for use on the fire and the table. White with blue linings is acceptable for pitchers, chambers, skimmers, soap dishes, foot tubs, pails, milk jugs, cups, saucers and plates. Azure, mottled blue, and dark blue cannot be sold in any shape. An inquirer into the subject of colours is forced to the conclusion that when normal conditions return and allow of goods being brought freely from all parts, the business in enamelled ware will return to those manufacturers who supply the brown and white.

Patterns.

The following cuts illustrate in order of importance the design of the most widely sold articles of enamelled kitchenware. A solid base is required in each case:—



Light Conical Saucepan, wired edges.

Sizes most in demand:—

Interior diam, in ctns..	14	16	18	20	22	24	26	28	30
Capacity litres..	$\frac{3}{4}$	$1\frac{1}{4}$	$1\frac{3}{4}$	$2\frac{1}{4}$	3	4	5	$6\frac{1}{2}$	8

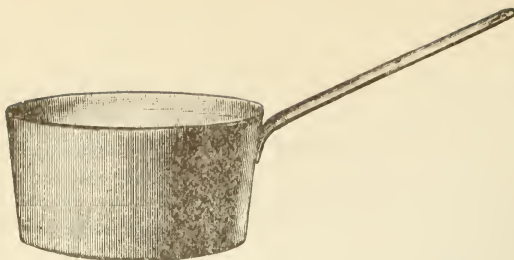
Made of light sheet metal; wired edge to round off appearance. The largest seller in the whole line.



Light Conical Saucepan.

Sizes most in demand:—

Interior diam, ctns..	10	12	14	16	18	20	22	24	26	28	30
Capacity litres..	$\frac{1}{4}$	$\frac{1}{2}$	$\frac{3}{4}$	$1\frac{1}{4}$	$1\frac{3}{4}$	$2\frac{1}{4}$	3	4	5	$6\frac{1}{2}$	8



Strong Conical Saucepan, not wired.

Sizes most in demand:—

Interior diam, ctms..	14	16	18	20	22	24	26	28	30
Capacity litres..	$\frac{3}{4}$	1	$1\frac{1}{2}$	$2\frac{1}{4}$	3	$3\frac{3}{4}$	4	$5\frac{1}{2}$	7

Made of heavier sheet metal; wiring not necessary.

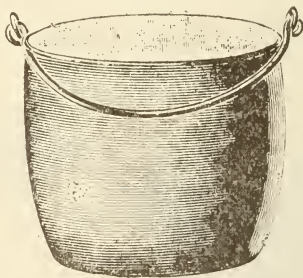


Seamless Tea Kettle.

Sizes most in demand:—

Interior diam, ctms..	12	14	16	18	20	22	24	26	28	30	32	34	36
Capacity litres..	$\frac{5}{8}$	1	$1\frac{1}{2}$	2	$2\frac{3}{4}$	$3\frac{1}{2}$	$4\frac{3}{4}$	6	7	$8\frac{1}{2}$	10	12	15

Stamped from one piece; note device for releasing handle.



Extra Deep Bellied Pots.

Sizes most in demand:—

Interior diam, ctms..	16	18	20	22	24	26	28	30
Capacity litres..	3	4	6	7	10	11	14	18

A hoop handle is required for this kettle. Note the height.

*Coffee Jug, with Hinged Cover.*

Sizes most in demand:—

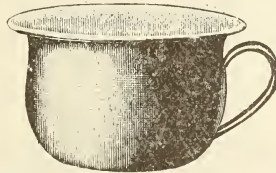
Interior diam, ctms.	10	11½	13	14	16	17	18
Capacity litres.	½	¾	1	1½	2	2½	3

This milk jug is frequently placed on or near the fire and afterwards brought to the table. A taller jug would topple over if placed on the embers.

*Milk Boiler.*

Sizes most in demand:—

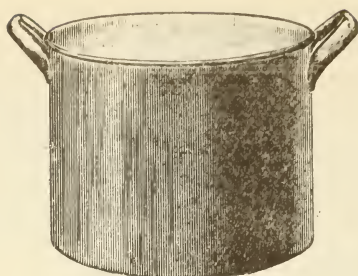
Interior diam, ctms.	14	15	16	17	18	19	20
Capacity litres.	1½	2	2¾	2½	3	3¾	4½

*Chambers.*

Sizes most in demand:—

Interior diam, ctms.	16	18	20	22	24
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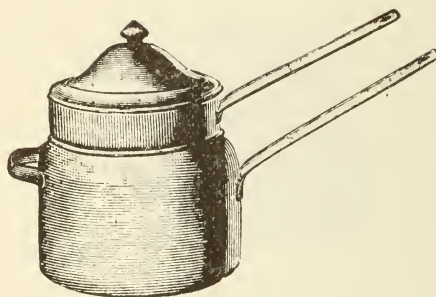
White, with blue rims.

*Straight Pots.*

Sizes most in demand:—

Interior diam, ctms..	24	26	28	30	32	34
Capacity litres..	9	11	14	16	20	25

Not so much used; handles get too hot.

*Milk or Rice Boiler.*

Sizes most in demand:—

Interior diam, ctms..	13	15	16	17	18	19	21
Capacity litres..	1½	2	2½	3	4	5	7

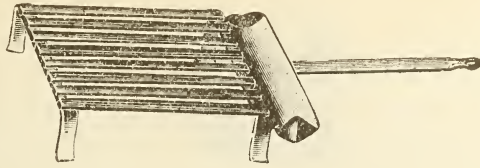
The special milk boiler with a plain or perforated lid is preferred to this double boiler.

*Light Conical Flat Frying Pans, wired.*

Sizes most in demand:—

Interior diam, ctms..	10	12	14	16	18	20	22	24	26
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The sale of frying pans is limited; iron preferred for this purpose.



Gridiron.

Sizes most in demand:—

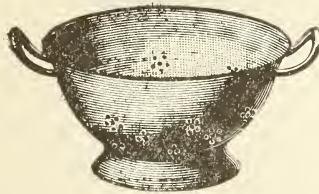
Ctms. 7 8 9 10



Funnels.

Sizes most in demand:—

Interior diam, ctms. 10 12 14 16 18



Colander.

Sizes most in demand:—

Interior diam, ctms. 20 22 24 26 28 30



Flat Skimmer.

Sizes most in demand:—

Ctms. 9 10 11 12 13 14

*Straight Mug.*

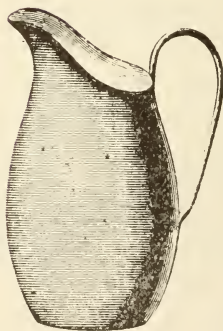
Sizes most in demand:—

Interior diam	ctms.	6	7	8	9	10	11	12
Capacity litres.		$\frac{1}{8}$	$\frac{1}{4}$	$\frac{3}{8}$	$\frac{1}{2}$	$\frac{5}{8}$	$\frac{3}{4}$	1

*Coffee Machine.*

Sizes most in demand:—

Capacity litres.	$\frac{1}{2}$	$\frac{3}{4}$	1	$1\frac{1}{2}$	2	$2\frac{1}{2}$
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*Bellied Ewer, Seamless.*

Sizes most in demand:—

Interior diam, ctms.	13	15	17	20
Capacity litres.	$1\frac{1}{2}$	$2\frac{1}{2}$	$3\frac{1}{2}$	6

Distribution.

The two best-known continental manufacturers of enamelled ware have maintained offices in Buenos Aires in charge of a representative of the factory. These agents booked orders direct from all retailers large enough to import for their own account and also from large importers engaged in supplying the smaller retail trade. Orders were sent direct to Austria for execution but stocks were also held here for the purpose of supplying dealers momentarily out of stock. Any claims for shortage, breakage, etc., preferred against the manufacturer could also be satisfied from the local stock. Naturally enough during the duration of the war, the Austrian manufacturers are out of business and their products are hard to find in local hardware show rooms. They sold for the acceptance of drafts at 90/180 days' sight in exchange for shipping documents.

The English manufacturer sent a man here some five years ago to study the market and take back samples. At that time nothing but brown and white ware could be sold and arrangements were accordingly made for supplying the newly-opened branch with ware of those colours. The English firm has found that it can compete in price with the Austrian manufacturers but that their quality is not quite equal. Not being able to get adequate supplies from England, this firm has had to limit its operations to a large extent and is unable to fulfil all the orders being received. The branch is managed by an Englishman and maintains a number of travellers in the interior.

Importers desirous of stocking high grade wares have therefore had to turn to North America and a considerable quantity of American goods has been imported. One American manufacturer is doing business through the branch of a New York commission house, whilst another, perhaps the best known manufacturer in the States, is only selling on catalogue. The catalogue of this firm shows a full line of granite-coloured ware and carries an appendix in which are illustrated a number of designs specially made for South American consumption.

The local manufacturer of inferior ware supplies approved dealers from stock on open account or against a promissory note, according to financial standing.

SOUTH AFRICA.**REPORT OF TRADE COMMISSIONER.**

(*Mr. W. J. Egan.*)

CAPE TOWN, S.A., September 5, 1917.

SOUTH AFRICAN FRUIT TRADE.

In answer to Canadian inquirers about the possibility of export in preserved and dried fruits, the situation from an import point of view has been submitted.

It will perhaps be interesting to both producer and manufacturer in Canada to submit details regarding the local conditions as shown in the annual report by Sir W. W. Hoy, General Manager of Railways and Harbours for the Union of South Africa Government. This report, covering the year 1916, deals with the progress and development in fruit growing, as well as details in reference to fruit traffic on the railways and exports. Owing to limited ocean tonnage, the regular overseas market was cut off and to overcome this handicap, the railways inaugurated a special refrigerator car service by fast trains from the Cape Province to inland centres and Durban, Natal. This has been the means of introducing a higher grade fruit for

consumption in many parts of the Union, which had previously to be satisfied with a lower grade than the choice export fruit.

The new service was also of great value to the fruit growers, in helping them find a market. The following are some extracts from the report of the General Manager of Railways:—

Fruit Traffic.

The 1915-16 fruit season was an excellent one and high prices were obtained for export fruit. The oversea export trade was, however, restricted by shortage of cold storage space on steamers, fruit being frequently shut out. From 14th January to the end of the season, fruit for export was shut out weekly, only first and second grade fruits being shipped. For four weeks no shipments whatever were made owing to the absence of mail steamers. In the circumstances, the Administration endeavoured to assist fruit farmers to find other markets and a refrigerator-car service by fast trains was introduced between Cape Town and Durban, Windhuk, Bulawayo, Johannesburg, Port Elizabeth, and East London. The cars were run between Cape Town and Durban once a week and periodically to Windhuk.

The following figures reflect the tonnage of fruit despatched from the western province to various centres:—

Destination—	Tonnage.
South-West Africa.. . . .	68
Kimberley Division.. . . .	595
Rhodesia.. . . .	317½
Midland Division.. . . .	414½
Eastern Division.. . . .	756
Orange Free State.. . . .	1,012
Transvaal.. . . .	5,644
Natal.. . . .	580½
Cape Town and suburbs.. . . .	5,438
Cape Town docks.. . . .	1,692
Other stations.. . . .	5,296
Total.. . . .	21,813½

It is understood the arrangements made for the better distribution of fruit throughout the Union have been appreciated alike by growers and consumers. The consignments placed on the Maritzburg and Durban markets invariably realized excellent prices, and this should encourage growers to develop this business. Owing to exports being restricted the fruit was of a quality not hitherto placed on the local market. I am convinced that a considerable demand could be created locally for the better grade fruits, and it will be the policy of the administration to continue to assist where it can in the development of this trade.

The difficulty in obtaining space for export has led to an increased production of dried fruit. In raisins alone the amount produced was approximately 50 per cent in excess of previous seasons.

The opening of additional jam factories has given a further impetus to the fruit industry.

Orchards and Vineyards Extending.

During the past ten years orchards and vineyards in the western province have been enormously extended, and ground which for years was considered useless for fruit culture is now being utilized, vineyards being planted on the mountain slopes.

At Eendekuil 15,000 orange trees were planted during the year. This station despatched 929 tons of oranges in 1916

At Malan 1,000 additional apricot trees have been planted. Twenty thousand vines have been put in at Krige and 35,000 at Hex River.

At Ceres 250,000 fruit trees have been planted in recent years, as well as very large vineyards, which will shortly come into bearing. At Worcester the fruit trees and vineyards have almost been doubled since the commencement of the war.

The culture of citrus fruits in the Transvaal is in process of considerable development, and in the Rustenburg, Marico, Barberton, and Nelspruit districts, large sums have been spent recently in planting young trees and in irrigating the groves, the object in view being to supply oranges, naartjes, lemons and limes, in large quantities for the oversea markets, expected to be opened up after the close of the war.

The land lying along the base of the Magaliesberg is peculiarly adapted for citrus growing, and the quantity of fruit raised from this district during the last few years has been limited only by local demands and the space available on the mail steamers.

Excellent oranges are grown on the north side of the Magaliesberg range between Pretoria and Rustenburg, a distance of 70 miles. In the past very little attempt has been made to conserve the rainfall, but the prospect of remunerative markets and the settling of progressive farmers in the district, have resulted in several private dams being built, while the Government has also a scheme under consideration.

From Rustenburg Station alone upwards of 1,000 tons of oranges were raised during the 1916 season—250 tons to Cape Town for export, and 750 tons to Cape, Free State and Transvaal markets. A like quantity was despatched from intermediate stations and sidings on the Rustenburg-Pretoria line, viz: Bleskop, Marikana, Wolhouterskon Brits, De Wildt, etc., and these tonnages would have been augmented had shipping facilities been obtainable. Wolhouterkop Station forwarded 4,992 boxes for export and 666 tons for local markets.

On the south side of the Magaliesberg, served by the Zeerust-Krugersdorp railways, apples, apricots and peaches are grown in large quantities, but the success of these crops is endangered by the periodical storms to which the high-veld is subjected in summer. In winter, oranges and naartjes are grown successfully, and placed on rail at Koster, Groot Marico, Woodbine, etc., for inland and overseas centres, the weight of oranges exported to Europe from these stations during 1916 being about 250 tons. The Marico district is said to be particularly suitable for lemons. About 50,000 lemon trees were planted there recently, but they have not yet reached bearing stage.

It is estimated that about 300,000 citrus trees have been planted along the foothills of the Magaliesberg range, viz., upwards of 200,000 in the Rustenburg district on the north side, and upwards of 70,000 (principally lemons) in the Marico district on the south, but the majority of the trees will not bear fruit for three or four years.

Citrus fruit from Barberton, Nelspruit and other low-veld stations has hitherto been exported in comparatively small quantities. In 1916 the figures were under 250 tons. Several factors have contributed to this restricted output, viz., an eight months' drought which—in the absence of facilities for the conservation of water—had an adverse effect on the trees, lack of adequate shipping space, the irregular sailings of the mail boats, and the alteration of sailings at very short notice, resulted in some of the earlier consignments being short-shipped at Cape Town.

Farmers in the low-veld are in the fortunate position of not being entirely dependent upon their citrus fruits, a large trade with South African markets having been developed in tomatoes, green mealies, cucumbers, potatoes, grape fruit, mangoes, beans and other fruits and vegetables. No fewer than 435,000 packages of fruit were despatched from low-veld stations in 1916.

In the Barberton, Nelspruit, and other low-veld districts, at least 100,000 orange and naartje trees have been planted, but as in the Rustenburg and Marico districts, most of them are young, and not yet in the bearing stage.

Distribution and Marketing of Fruit.

A temporary disability in connection with the export trade is the difficulty in obtaining boxes. Several farmers are making their own boxes from local timbers at a cost considerably below the imported article and other farmers in the low-veld have erected saw-mills and are making boxes for sale as well as for their own use.

During 1916, about 1,000 tons of citrus fruit were exported through Cape Town from the Transvaal.

At a conference of fruit exporters held at Cape Town in September, 1916, it was mentioned that next season there would be a production of citrus fruit equal to 63,000 tons of ships' space; that for 1918 the figure was calculated to be 74,000 tons, and for 1919, 1920 and 1921, the figures were given as 113,000, 125,000 and 156,000 tons respectively.

These estimates are no doubt based upon:—

- (a) Favourable seasons.
- (b) Adequate railway facilities for the transport of the fruit.
- (c) Ample and suitable shipping space.
- (d) Practically unlimited overseas markets.

With regard to (b), the administration has 497 fruit and perishable trucks and 240 refrigerator and insulated cars in service, and provided such of these vehicles as are suitable for fruit traffic made only eight trips to the coast during the season they could convey 80,000 tons of oranges. There are 200 bogie refrigerator and insulated cars on order, and some of these vehicles would also be available, if necessary, for the conveyance of oranges to the coast during the winter season. Given the traffic in the greater volume anticipated, transit could be expedited, as regular express fruit trains would replace the ordinary perishable trains used for the comparatively small and intermittent loads of export fruit at present conveyed from the Transvaal.

With regard to (c), an annual citrus export of 60,000 tons spread over, say fifteen weeks, represents 4,000 tons space per weekly mail boat, and if the present meat trade continues and increases, it will require a proportion of the cold storage space available. Unless, therefore, the cold storage space on the new mail boats is enormously augmented, it is evident that recourse must continue to be had to ventilated holds for the transport of a large proportion of our citrus fruits.

Regarding (d), given normal conditions, there should be three main sources of outlet for South African-grown oranges, naartjes and lemons, viz.:—

- (1) The oversea markets—unlimited.
- (2) South African markets—limited.
- (3) Preserving factories.

The establishment of marmalade factories to absorb the small and low-grade fruits seems desirable, and if working costs preclude this being done in the inland orange-growing districts, the advisability of sending such fruit to the jam factories at or near the coast in what would be their off season should, it would appear, be seriously considered by those interested. The rate from Rustenburg to, say Paarl, for inferior oranges consigned to the jam factory is approximately one-sixth of a penny per pound, so that the railway rates should not deter the marketing of this fruit for preserving purposes. There is an unlimited market overseas for South African jams, bottled fruit and other preserves, and several prospective orders have had to be declined on account of the large deliveries stipulated for. When oranges and other fruits are being graded, those of small size and inferior quality are laid aside.

GREAT BRITAIN.

REPORT OF ACTING TRADE COMMISSIONER.

(Mr. J. Forsyth Smith.)

GLASGOW, September 27, 1917.

GLASGOW IMPORTATIONS DURING 1916.

The Annual Statement of the Trade of the United Kingdom with Foreign Countries and British Possessions, 1916, vol. II, has just been issued. The following table gives the quantities of various commodities of special interest to Canada, which have been imported into Glasgow during 1913, 1914, 1915 and 1916:—

Commodity—	1913.	1914.	1915.	1916.
Butter. Cwt.	59	35,926	25,036	10,611
Cheese. "	57,820	37,823	113,452	103,513
Wheat. "	4,814,300	3,790,650	3,766,200	4,708,000
Barley. "	1,080,100	863,800	654,500	1,807,300
Oats. "	740,300	533,100	99,600	193,400
Flour. "	2,366,100	2,005,807	2,334,400	3,187,900
Eggs. Gt. hnds.	7,414	381,971	588,034	865,123
Apples. Cwts.	540,760	522,374	564,726	491,072
Leather. "	33,156	34,915	51,187	47,192
Hides. "	15,788	11,742	6,377	28,187
Bacon. "	210,793	158,723	236,801	260,663
Beef. "	109,979	89,113	50,755	47,010
Hams. "	188,974	165,228	255,076	302,367
Paper. "	270,985	304,297	285,917	184,756
Papermaking materials. . . Tons.	15,554	12,403	18,392	18,383
Linseed. Qrs.	71,298	54,908	64,808	73,207
Timber—				
Hewn. loads.	54,502	32,894	58,209	29,744
Sawn or split. . . . "	144,883	136,603	213,312	227,800
Staves. "	4,494	2,701	9,017	6,987

Belfast Importations.

The following table shows the quantities of commodities of special interest to Canada, which have been imported into Belfast during 1913, 1914, 1915 and 1916:—

Commodity—	1913.	1914.	1915.	1916.
Wheat. Cwts.	1,856,200	1,230,100	1,065,500	1,612,600
Barley. "	521,200	339,900	309,100	461,200
Oats. "	89,300	109,900	34,000	8,600
Maize. "	5,619,100	5,256,900	4,860,600	3,382,600
Flour. "	729,900	676,300	571,400	409,500
Oatmeal. "	16,383	18,328	42,815	15,090
Flax. Tons.	41,800	35,551	23,880	28,590
Paper. Cwt.	135,994	133,952	133,160	116,892
Papermaking materials. . . Tons.	12,309	6,879	10,990	6,323
Starch and farina. . . . Cwt.	20,167	16,763	12,833	26,765
Timber—				
Hewn. Loads.	16,753	10,437	1,338	2,160
Sawn or split. . . . "	132,326	94,241	76,798	64,679
Staves. "	3,167	1,526	298	540

NORWAY AND DENMARK.

REPORT OF COMMERCIAL AGENT.

(*Mr. C. E. Sontum.*)

CHRISTIANIA, NORWAY, September 29, 1917.

THE NORWEGIAN PULP AND PAPER MARKET.

The paper trade is in a very unsatisfactory condition, the mills being unable even to dispose of their greatly restricted output. It is, of course, the high price together with the official restriction that has gradually curtailed the consumption of paper. The present production of the mills is not more than one-half of the regular.

Mechanical pulp continues quiet, but prices show a small improvement.

Cellulose is very quiet and several mills are considering the advisability of stopping their production entirely until conditions improve.

In spite of the present difficult position of the mills, the paper, cellulose and wood-pulp workers' organization on August 31 gave notice that they would quit work on September 15, unless their claims as to higher wages and other changes in their condition were granted. The official negotiator, in accordance with the authority vested in him by the law, prohibited stoppage of work until negotiations had been tried. The first meeting before the negotiator was held September 7, without result, but at a later meeting the representatives of employers and workingmen reached an agreement in the conflict. This agreement was made the subject of a vote within the two organizations. The representatives for both parties agreed, and a new tariff has been signed, whereby the working-shifts are put down to eight hours. Further, it has been agreed that the employees shall have four days' vacation per year with full wages. The new tariff expires on September 15, 1918.

THE MOTOR TRADE OF NEW ZEALAND.

In his report of October 8, 1917, Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, writes as follows:—

THE MOTOR TRADE.

"This trade continues to exhibit steady expansion, and the importation of motor-cars, cycles, accessories and benzine, etc., for running them, form a comparatively large section of New Zealand imports. The following are the numbers of motor-cycles and other motor vehicles (including cars, vans and lorries) imported during the last three years:—

	1916.	1915.	1914.
Cycles.. . . .	2,287	2,176	2,519
Cars, etc.. . . .	6,174	3,803	3,475

"The values of imports of the different lines for the three years are as follows:—

	1916.	1915.	1914.
Motor vehicles.. . . .	£ 811,326	£ 612,855	£ 749,894
Parts and materials.. . . .	701,182	340,168	263,278
Motor cycles.. . . .	103,198	48,531	46,904
Parts and materials.. . . .	53,189	35,525	102,010
Benzine, etc..	548,343	404,233	417,655
Total.. . . .	£2,217,238	£1,441,312	£1,579,741

"The following are the principal countries of origin:—

	Cars.		Cycles.		1914.
	1916.	1915.	1914.	1916.	
United Kingdom	228	708	1,094	1,146	2,314
United States	4,286	1,480	1,308	1,136	190
Canada	1,630	1,490	881	.....	—

"These figures show that the United States is getting a much larger share of this trade, owing to the British maker being unable to deliver on account of the war, and it remains to be seen whether the British makers will recover their share of the business when the war is over."

DEMAND FOR CALCIUM CARBIDE IN DENMARK.

In his report of September 29, 1917, Mr. C. E. Sontum, Canadian Commercial Agent, Christiania, writes:—

"On account of the shortage of illuminating oils in Denmark, there has risen a great demand for calcium carbide for illuminating purposes. Previous to the war the demand was not larger than could be supplied from Norway, but now this is not sufficient, and in the papers can almost daily be seen advertisements from Danish importers wanting to buy carbide. Although the ocean freights are now high, it is a question if Canadian carbide could not be exported to Denmark in case there is no export restrictions."

NOTE.—There is an embargo on all exports from Canada to Norway at the present time.

SALE OF AUSTRALIAN JAM TO THE BRITISH GOVERNMENT.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, September 26, 1917.

An important arrangement, which should help the fruit grower to meet the difficulties created by a shortage of shipping for export next season, has been entered into by the Commonwealth Government with the Imperial authorities. Twelve million pounds' weight of Australian jam are to be taken by the British Government next year, and sugar is to be available to jam manufacturers at £24 (\$116.80) per ton of 2,240 pounds. For some time consideration has been given by the Government to the possibility of assisting fruit growers and the jam industry. The difficulties surrounding the matter were more acute by the shortage of shipping.

The Commonwealth Government offered the British Government 50,000,000 pounds of jam, 200,000 cases of canned fruits at the same prices as last season's shipments, and about 8,500,000 pounds of evaporated apples at 7d. (14 cents) per pound. The British Government has accepted part of the offer and thus the situation would be somewhat relieved. During January, February and March next the British Government will take 12,000,000 pounds of jam at 5s. 3d. (\$1.28) per dozen one-pound cans—the price at which last season's consignments were sold. This quantity would be distributed among firms who forwarded supplies last year.

The jams sent from Australia are to be restricted to the following kinds: Raspberry and apple, raspberry, black currant, black currant and apple, plum, peach, gooseberry, blackberry, blackberry and apple, apple jelly and apricot. The specification is the same as last season's, except that glucose may be used up to 15 per cent of the sugar content. The Government are alive to the fact that considerable quantities of jam would be required for army rations for the United States army, and in the event of the British Government being unable to accept the whole of the jams, canned fruits and dried apples, the Imperial authorities had been requested to offer to the Government of the United States the balance of the jam, viz., 36,000,000 pounds, on the same terms as were made to the British Government.

NEEDS OF THE BRAZILIAN MARKET.

GOODS IN DEMAND.

(From a correspondent in the London Times Trade Supplement.)

While Brazil as a market for European goods offers similar opportunities to those noticeable in most of the Latin-American States, it possesses certain features that are peculiar to that country.

First, in spite of the fact that its foreign trade has already attained in 1916 the imposing figures of £95,379,000 (of which the exports account for £55,010,000 and the imports £40,369,000), the fringe of the Republic's economic development has only been touched. Not only is Brazil the largest of the South American States, but the greater portion of the elements that form part of the commercial life of a nation are upon a scale more vast than that of any of the Latin-American countries.

Secondly, within its widespread borders, enclosing an area of 3,291,416 square miles, are to be found a people numbering over 23,000,000, both white and coloured, and containing representatives of most of the European nationalities as well as of the United States and the Far East. A large proportion of these people have tastes to satisfy and demands to fulfil; those dwelling upon the coasts alone form a very desirable clientèle, and have hitherto been almost exclusively catered for by European exporters. But there are, in addition, the vast populations of the interior and the river-lands, among whom an unlimited amount of trade might be carried on—and, indeed, will be carried on—as soon as the means of transportation, daily improving, and shipping facilities, likewise steadily advancing, have been brought to their doors.

The British manufacturer who would seek to know something of the Brazilian markets must leave the beaten track of the coastal towns and penetrate into the far interior, where he will be pleasurably astonished at the vast openings that exist, and which literally cry to him aloud to be filled.

Articles to Export.

In considering the requirements of a nation as large and as diverse as Brazil, it is necessary to know in how far the people are enabled to supply their wants from their own resources and how dependent they are upon the manufactures of other countries. Now, Brazil is in the happy position of possessing resources of wealth probably of greater value than that of any of its sister Republics—coffee of super-excellence, the disposal of which accounts for 84 per cent of the total exports; rubber, admittedly of the best quality that the world produces; measureless forests of valuable timber, sufficient in quantity to supply the requirements of the habitable globe for centuries; and mines the richness of which has never been calculated, but which

yield, besides all varieties of gold and precious stones, products which in these days are considered of even greater worth—iron, zinc, copper, coal, graphite, manganese, monazite, lead, and tin.

All of these precious gifts of Nature does Brazil possess; but to exploit and work them is needed the assistance of the most modern machinery and appliances, and these it must seek from among foreign sources. Thus, in one market alone—that of mining machinery—there are boundless opportunities for the British manufacturer. Mining is, however, but one phase, and one phase only, of the Republic's industry. Agriculture, which forms so large a share of the people's occupations, demands increasing supplies of implements and machinery; the many large towns, such as Sao Paulo (population 450,000), Bahia (290,000), Para (200,000), Pernambuco (150,000), Porto Alegre (100,000), Manaus (50,000), Nietheroy (35,000), Santos (35,000), Ceara (48,000), Maceio (36,000), and Parahiba (32,000), are purchasers of electric-lighting machinery, pumping plants, steel rails for tramways and mines, iron and steel manufactures, motors and stationary engines, tubes, structural material, tools, cement, and sewing-machines. Windmills, refrigerators, huge quantities of barbed and plain fencing wire, lubricating oils, and innumerable other articles of a similar nature are constantly in request.

Neither should the great sugar-producing industry be overlooked, with its demands for the latest type of crushing plant and distilling apparatus, while a further opening in the engineering line is to be found in connection with the many irrigation plants and installations of pumping works that are being installed, in addition to the equipment of numerous plants, large and small, to make use of the hydro-electric power available.

Machinery Markets.

Just as Pernambuco state forms the centre of the sugar industry, so is the state of Minas Geraes the centre of the great mining industry. Here are situated most of the gold-producing mines, although the precious metal is found—and worked in a greater or less degree—in practically all of the states of the Union. The future for mining plant in this state is enormous. It is estimated that there are in sight 500,000,000 tons of high-grade iron ore; it is usually in oxide of iron, and much of it is 50 to 70 per cent pure iron. Already several English capitalists have determined, as soon as normal conditions are restored, to work these deposits upon a comprehensive scale, and as British machinery is acknowledged to be the best for the purpose, manufacturers should keep the fact in their minds.

There must also be arranged a continuous supply of coal, as the lack of this fuel has hitherto seriously interfered with the success of the Minas Geraes mining industry. In the same state, as well as in those of Matto, Grosso, Bahia, and others, are rich deposits of manganese ore (50 per cent pure), consisting of oxides and silicate; already one large plant has been erected, that of Morro da Mina, having an average annual output of 60,000 tons. While the States are exporting between 150,000 and 250,000 tons every year, there are many millions of tons as yet untouched. Numerous machinery plants will be required to deal with them.

During the past few years much development has been undertaken in connection with the monazite sand, found exclusively in Brazil—until deposits were discovered first in Travancore (India) and, more recently, in Ceylon—and used for making gas-mantels. The whole trade is practically in the hands of two men, one of whom is an Englishman. Then there should be a demand for marble-treating machinery, since along the banks of the Sao Francisco and other rivers an excellent grade of marble is being quarried in rather a primitive manner. I cannot speak very encouragingly of the prospects of coal mining machinery, since although a certain quantity of the material has been found and is being worked in the states of Rio Grande do Sul, Santa Catharina, and Parana, the quality of the coal which is still being worked on the surface leave much to be desired if compared with British coal,

but is equal to that of other origins. The Japanese Steamship Company which has been organized to ply between Japan and South America uses only Brazil coal on its return journey, having signed contracts for this purpose.

Diamond-washing machinery is badly needed to do justice to the several valuable diamond mines that are now being worked in an almost unorganized manner by individuals using no more modern equipment than that consisting of a large wooden bowl for washing the gravel, a hammer, a crowbar, and a scoop. Dredging machinery for the rivers is also a necessity. The town of Diamantina, located about 500 miles northwest of Rio de Janeiro, is the principal centre of the industry, but the two states of Bahia and Minas Geraes have also their diamond fields. Unlike the stones of South Africa, the Brazilian diamonds can only be obtained by washing the gravel and sand. It is needless to remind readers that some of the most precious stones have been found in this country; the most famous, perhaps, is the *Estrella do Sul* ("the Star of the South"), which, uncut, weighed 255 carats and when cut weighed 125 carats.

Then comes the question of re-equipping most of the sugar-mills immediately after the war. Many of them have been either closed down or reduced in regard to their output by reason of their shortage of machinery. As I have said above, the state of Pernambuco is the centre of the sugar industry, although the cane is grown and treated in several other parts of the Republic—such as Ceara and Marceio. There are probably in the Pernambuco district some 60 mills producing the different varieties of sugar known as "white crystal," "fine grained," and "yellow crystal." The plantations are also in great need of additional light-railway lines and rolling stock of the Decauville type—i.e. 30-inch gauge. Altogether there are over 130 sugar refineries in the different states, the proportions being about as follows: Rio de Janeiro 31, Sao Paulo 13, Sergipe 15, Bahia and Minas Geraes 7 each, Maranhao and Rio Grande do Notre 3 each, and one or two in Parahyba do Notre, Alagoas, Santa Catharina, and Piahy. The total output of Brazil is probably not less than 5,200,000 sacks of sugar per annum, each sack weighing 132 pounds.

Textile Machinery.

The most important of all Brazil's manufacturing industries is that of cotton textile. As far back as 1909 it was estimated that there were 1,000,000 spindles, 35,000 looms, and 55,000 operatives in the 137 different factories then at work. These factories were using 40,000 horse-power, and turned out 315,000,000 metres of cloth annually. The output to-day is probably 20 per cent larger. The principal cities and towns in which textile machinery is needed are those of Rio de Janeiro, Sao Paulo, Petropolis, Sorocaba, Maranhao, Pernambuco, and Bahia. Most of the mills are in the south, while the largest are those in and around the capital, Rio de Janeiro. Owing to the enormous appreciation in the price of coal there is a demand for hydraulic-driven electric machinery.

It should be unnecessary to point out that British textile machinery is the best in the world, a fact patently shown by the value of our annual production and exports. In normal times our trade in textile machinery exceeds in value £8,365,000 annually while our next competitor, Germany, has hitherto attained to the value of £2,350,000. Although not our most important market—British India, Belgium, and Russia ranking before on our export list—Brazil has always been an excellent customer for our textile machinery. We sold to the country just under £500,000 worth of equipment in 1913, against some £114,000 provided by Germany. Where the Germans have succeeded in introducing their manufactures in competition with ours has been with the smaller mills to which long credit is a very vital factor. It is not the custom for British firms to allow very much latitude in this respect, whereas the Germans not only grant but encourage long credits. Naturally in this respect they have invaded our territory, especially in the supplying of carding machines and plant, machines for

the preparatory processes of working-up and the spinning of the raw material. I have seen in many of the Brazilian cotton mills German machines of this kind standing side by side with the twining, reeling, spooling, and winding machinery of British make, while some of the finishing (dressing) machines have come from the United States. The curtain, lace, and tulle-making machines have been of British origin almost exclusively. The owners of the factories have complained to me that it is always difficult to obtain from England the individual and spare parts of the machines. This should be attended to.

I cannot do more to impress upon the minds of my readers the great importance of the Brazilian textile machinery market than set out here, in addition to the number of establishments given above, the value of the importations and the actual production in the country of those products needing the employment of high-class machinery:—

Article—	Imported from	
	Production in Brazil.	Europe and United States,
Cotton textiles.. . . .	£9,522,333	£5,118,866
Woollen textiles.. . . .	758,346	828,755
Bagging.. . . .	1,492,648	66,466
Silk stuffs.. . . .	69,488	260,436

Besides the opportunities for further equipment for cotton spinning, the Brazilian market for woollen-mill machinery is of striking importance. The annual output value is estimated at not less than £800,000, and it is advancing annually. One large mill for weaving jute, erected at the cost of £1,000,000 sterling, has been in operation for some years in Sao Paulo, and so successful has it proved that other factories of a similar kind are in contemplation. The machinery has been entirely provided from England. Silk and linen weaving machinery is also likely to be required in the same progressive state.

Then there are several breweries in Brazil making a good grade of beer; in this direction the keenest competition has always come from the Germans, some thousands of whom are employed in the breweries of their own countrymen and those of the Brazilians. Machinery for the extraction and refinement of oil from coconuts is a new industry for which the necessary equipment will be required. The manufacture of rubber goods, of calcium carbide, and the establishment of a cotton-seed factory are worth noting as being in the market for supplies and machinery installations. These new establishments are in Rio de Janeiro and Sao Paulo. Manchester manufacturers of oil extraction plants should make a note of this future opening and save it from being captured by German competitors, who have a strong hold over this kind of market.

Agricultural Machinery.

Next in importance to the textile machinery market must be reckoned the agricultural and farm implement market. Although Brazil is largely agricultural, only a small proportion of its lands fit for cultivation is in employment at present. The future for the industry is therefore illimitable. Certain states are far ahead of others in their methods of tilling the ground and reaping the crops; but the manufacturer of sowing, reaping, and harvesting machinery, of ploughs, harrows, cultivators, and winnowing machines, will find much scope for his enterprise in the states situated in the large area just south of the equator—Pernambuco, Ceara, Maranhao, Piauhy, Parahiba, Rio Grande do Norte, Alagoas, Bahia, and Sergipe.

The state of Bahia and the state of Sao Paulo perhaps offer the greatest opportunities for the sale of agricultural machinery and general farm implements. The first named produces one-third of the world's cocoa, and as much tobacco as the whole of Cuba. Nevertheless hitherto it has been the exception rather than the rule to find modern machinery and appliances in use. A magnificent field therefore exists here, and needs but to be worked. Inasmuch as much of the land under cultivation is too steep for the use of horse-drawn implements and the roughly-cut-over timber lands are too encumbered with tree stumps to enable any ordinary plough to be employed,

there is a demand for smaller walking ploughs, disc ploughs, and orchard cultivators. The British market may not be to-day in a position to supply these requirements, but there is absolutely no reason why makers should not place themselves in that position. Many hundreds of such light ploughs, etc., as those mentioned are to be sold readily, and for cash if required, in Bahia alone. The farmers of the state of Sao Paulo would welcome a small steel plough with draft-rod hanging cutter, and gauge-wheel, say, about 10-inch and 12-inch sizes. Sugar land ploughs of $\frac{9}{12}$ -inch would also undoubtedly find many purchasers, while a 7-inch wood-beam steel bottom walking plough, including in its equipment two wooden handles, a gauge-wheel, and one extra share and a hanging cutter, is exactly the implement that would sell in this state.

A small fortune awaits the manufacturer who can invent a new or improved apparatus used in connection with the great Brazilian industry and maté production. This maté is a unique commercial commodity of a few of the South American countries: Brazil is one and Paraguay is another. In one state of Brazil—that of Parana—there are 32 large factories. The herb is exported in immense quantities to the neighbouring states of Argentina, Uruguay, and Chile, while the local consumption is not less than 28,000,000 pounds annually.

Then there is the introduction of rice-milling machinery. Rice forms one of the most important articles of food in Brazil. Formerly it was almost entirely imported, but a wise and discriminating government, discerning a valuable industry that might be carried on within its own borders, imposed a high tariff duty with a view to encouraging home production. This annual production of the country now exceeds 80,000 tons. As time goes on and more rice-growing lands come into cultivation, there will be a demand for planting, harvesting, and threshing machinery.

A great hope for Brazilian agriculture, and, of course, for the more general use of machinery and implements, lies in the number of agricultural schools established and maintained by the Government throughout the country. The general application of principles of scientific farming may be slow, but the small farmer is difficult to move out of the rut in which he has moved for so long. But a strong administration would have no hesitation in making the use of old and useless methods of agriculture illegal, and the employment of modern appliances obligatory. This is what may happen in Brazil, and manufacturers should be in a position to avail themselves of the opportunities of supplying the market with farming implements and machinery when the call comes. Dry-farming and irrigation are likewise receiving an increased amount of attention, thereby opening up yet another yield of enterprise for manufacturers of dairy plants, pumping machinery, and such-like appliances.

Goods for Export.

Having seen the kind of machinery and appliances that the Brazilians mostly require in order to enable them to produce profitably from their own natural resources, it may be useful to survey briefly those other, and by far larger, markets of importation. Before the war the figures stood thus:—

Article—	Imported from Germany.	Imported from United States.	Imported from United Kingdom.
Arms and ammunition	£273,991	£ 91,459	—
Firearms	222,335	114,460	£ 4,351
Motor cars	305,203	184,809	63,576
Cement	505,036	55,188	227,609
Cotton goods (general)	454,527	37,401	218,246
Pharmaceutical goods	211,083	85,302	169,929
Electric insulators	12,185	16,992	—
Electric machinery	399,200	328,721	170,554
Locomotives	258,147	374,329	91,970
General machinery	449,928	711,274	479,959
Structural material	244,720	39,385	129,743
Sole leather	—	8	4,030
Other leather	301,958	100,330	57,736
Tinware	10,844	1,225	—
Copper wire	57,008	170,306	13,023
Other wire	280,743	164,774	45,598

In considering the British imports into Brazil it would not be possible to overlook the coal which is almost a monopoly of this country. That is to say, it was a monopoly until 1912, when for the first time the United States sold coal to Brazil worth £600,000. Our coal had hitherto enjoyed special advantages, as most of the railways and large steamships are owned by British interests, and are accustomed to use Welsh coal. Now that it is proved that American coal can be used we shall have to watch this part of our trade with South America in general, and with Brazil in particular, with more than ordinary care. In the year before the war we shipped coal to Brazil to the value of \$5,098,055.

Exports of Dry Goods.

Notwithstanding the great advance in Brazilian home industries, and the fact that to-day she possesses 2,295 factories, employs 123,950 men and women, has an annual production worth £37,326,660, and is daily adding to her own resources, the day is far distant when this great country can become altogether independent of foreign supplies. Indeed, her wants are so many and so diverse that it would be impossible to enumerate a tithe of them in the limited amount of space available. All that can be profitably done is to indicate a few of the more important of the available markets, such as those for men's wear (including vests, pants, shirts, socks, and cravats), ready-made clothing, ladies' and children's garments, hardware, groceries, and every kind of building material.

In regard to the requirements of men—I speak now of the dwellers in the cities and towns only—it should be borne in mind that the average Brazilian will wear or ask for practically every kind of garment that is worn by Europeans in the same rank of life. In a word, what is good enough for London, Paris, and New York is good enough for Rio, Santos, and Sao Paulo. Although many of the under-garments worn are of home manufacture, it is considered just as much the vogue among men to patronize English and French shirts, ties, and gloves as it is for the women to exact the latest Parisian fashions. As to the difference in prices, a single instance may be given. A home-made pair of pants will cost between 1s. 6d. to 2s. 6d. or for zephyr-make between 4s. 6d. and 6s. For the imported article one has to pay 3s. for the cheaper cotton and as much as 12s. 6d. for the silk zephyr garments. The import duties on these goods amount to 11s. per dozen pairs for the knitted articles, up to 36s. per dozen for the superior silk or linen goods.

In spite of the heavy import duty upon men's shirts, the demand for these articles is very persistent. The tariff rises to 21s. per dozen upon plain or pleated cotton shirts, to 42s. upon cotton shirts with linen fronts, and up to £4 per kilo. (=2½ pound) upon silk shirts of any kind or shape. It would not pay British exporters to send out a cheap cotton shirt to Brazil, as many of the local factories are now turning out such goods wholesale and at figures that cannot be well competed against.

The following are the prices at which dealers are enabled to buy imported goods of this description after the payment of duties and landing costs: All-cotton shirts—Brazilian, 48s. per dozen wholesale, to sell at £4 retail; British made, 56s. wholesale, to sell at £6 retail; French made, 50s., to sell at £6; North American made, 61s., to sell at £7; for cotton shirts with linen fronts the prices are: Brazilian made, 60s., to sell at £4 10s.; British 87s. to sell at £6; and French made, 84s., to retail at £6. For silk shirts (none of native make are to be found) the North American article will sell at £6 and £12 wholesale and retail respectively; and the French made at £4 16s. and £13 respectively. So far as I could ascertain there are few British-made silk shirts on the Brazilian market.

Germany has always supplied the needs of Brazil in regard to cheap hosiery, while several of the local mills, using native and imported yarns, manufacture good grades of cotton hose and an inferior quality of silk goods. Now that the import of yarns from Europe has practically ceased on account of the war there will be a call for foreign-made hosiery. The import duties vary according to the quality, size, and material.

Enamel and Glass Ware.

Like all Latin-American countries, Brazil uses large quantities of enamel kitchenware, and on this market the Germans had at one time a great hold. There is no reason why British manufacturers should not now secure a solid and permanent footing in it. Taking them in their order of importance the ports of Brazil through which such imports are received are: Santos (which takes one-third of the whole), Rio de Janeiro (which takes one-fourth), Bahia, Rio Grande do Sul, Pará, Manaus, and Pernambuco. The best kinds to sell are the white inside with coloured exterior. Perhaps the most popular colour is the dark blue. One local factory turns out a very cheap grade of these articles copied as to design from European models, but it has not had very much success. The amount of stock in the country is very low, and valuable orders could be very easily secured.

The United Kingdom, Germany, and Belgium have always been the three most important foreign sources from which the large quantities of glass used in Brazil have been drawn. Since Belgium and Germany have been out of the market, the whole of their former exports to South America have been sought, but not found, in this country. The supply is lamentably short of requirements, and manufacturers can rest assured that the demand will continue for a long time yet. The leading dealers import their glass direct; the smaller ones through commission houses, and, naturally, at advanced prices. Common window glass is most saleable, and some of the importing houses have regular orders on hand at one time of not less than 15,000 sheets of glass of different sizes.

British-made glass is not only smoother than that which is imported from the United States, but it is always better packed, and little is lost by damage en route. It is well to remember that each size should be packed in a separate box, and no box should contain more than 100 square feet of glass, weighing between 45 and 50 kilos. net. Common window glass generally varies between 2 and 4mm. in thickness, although there is a market for glasses of greater thicknesses. During the year 1912 Brazil imported 578,000 pound of glass from Europe, valued at £18,755. Of this quantity Germany provided 288,383 pounds, 148,014 pounds came from Belgium, 59,475 pounds from England, and 51,861 pounds from France. It will be recognized how good a market there is awaiting us at the present time.

Future Business Conditions.

It must be abundantly clear that the commercial situation in Brazil is good, while the prospects of a greater improvement are manifest in most branches of trade. True it is that the quantities of goods being purchased are smaller than in pre-war times, but against this must be set the largely increased profits that the importers are making. The higher rates that prevail for exchange, to which fuller reference is made in another part of this issue, have spelt considerable advantages for the home traders, and are equally beneficial to the shippers. There are some who profess to believe that the high prices now in force will continue long after peace has been proclaimed, and that in some cases they have come to stay. Certain it is that the wholesale houses in Brazil are experiencing an almost unprecedentedly active demand for practically all goods except those used in the building trade.

According to latest report, collections in Brazil are being made without difficulty. Generally speaking it is found advisable to look carefully into the financial standing of Brazilian customers, for, if they should refuse to accept a shipment, frequently high storage charges are demanded by the custom-houses, and these are debited against the shipper, whose consignments are regarded as security for payment. Except in approved cases, it is deemed more prudent not to sell direct to minor dealers situated far in the interior. These should be urged to buy from the wholesale importers in the capital or chief ports. When deciding upon granting credits British shippers should bear in mind that even in normal times it takes from six to eight

weeks to pass imported goods through Brazilian custom-houses. Several of the larger buyers have their agents established in London, Manchester, and Glasgow, while the Germans, in all but few cases, sell to Brazil through the medium of Hamburg houses. So far as collecting debts is concerned, shippers are strongly advised not to resort to litigation, which in Brazil is very costly and equally protracted, seldom if ever leading to a successful issue for the claimant. The general terms of credit vary slightly in the cities and ports, but as a rule they are 90 days' sight drafts, which would be equivalent to about five months' open credit. All European manufacturers make sales upon open credits, which with large and well-known importers is a safe thing to do.

WHY UNITED STATES SOAP IS PROHIBITED IN AUSTRALIA.

REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, September 26, 1917.

Strong representations have been made by interested importers to influence the Commonwealth Government to lift the embargo which has been in operation since August, 1916, on importations of soap from the United States. In an explanation made in the Federal Parliament the minister stated that it had been decided not to remove the embargo as the entry of the United States into the war had not changed the circumstances governing the supply of glycerine.

The United States was not using glycerine in the manufacture of explosives, yet glycerine was not procurable in that country except at the huge price of £260 per ton. All the other allied countries are selling glycerine to Great Britain at a fixed price of £85 per ton, hence—under present conditions—it was considered inadvisable to admit United States soap into Australia.

In *Weekly Bulletin* No. 671 appeared particulars of the advances made in the Australian soap industry and the opportunity for the introduction of Canadian toilet soaps into Australia.

SALT PRODUCTION FROM OCEAN WATER IN NORWAY.

FROM REPORT OF COMMERCIAL AGENT.

(*Mr. C. E. Sontum.*)

CHRISTIANIA, NORWAY, September 29, 1917.

During the war it has proved rather difficult to obtain sufficient salt from the Mediterranean countries for the Norwegian fish-curing. The Norwegian Storting (Parliament) has for this reason granted kr. 50,000 (\$13,333) for preliminary experiments to produce salt from sea-water. These experiments have turned out very satisfactory. The sea-water has been pumped up from the ocean from a depth of from 20 to 30 metres into large reservoirs and left to freeze during the winter. The ice is then taken away as it appears on the reservoirs, and the water which remains, will be very salt. This salt water is then brought to vapour through electricity, and the salt will remain.

It is thought that this method will prove advantageous especially now, as long as the tonnage is so scarce and the freights are so enormous on the imported salt, but it is further believed that when more experience is obtained, and the cost of production is reduced, it will be possible also in regular times to compete favourably with the imported salt, so Norway will not in the future be dependent on the import of salt.

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended October 26, 1917, has been furnished by Mr. Enrique R. Margarit, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation—

October 23, ss. *San Jose*, 125 drums.

The market has continued quiet, due to the lack of demand, but as the arrivals of this article are of not much importance and, on the other hand, more animation is expected in the coming month, better prices are being predicted. Quotations are cod at 11½, haddock at 11½ cents per pound, and hake at 10½ cents.

CODFISH IN CASES.

Importation—

October 19, ss. *Chalmette*, 180 cases, New Orleans.

" 23, ss. *San Jose*, 2,340 cases, Boston.

The situation for codfish in cases has had no change during the week. Although these arrivals are rather heavy for the present consumption, a strong feeling is noted among holders and the prices are maintained. We quote at \$16 to \$18 per case for that from United States and Canada.

HERRINGS.

This week a lot of 100 boxes arrived, but it has caused no sale as yet. A rather active demand is in evidence and we continue quoting at \$1.75 per large box.

GOUDA CHEESE.

The only stocks available are of a sort produced in the United States, and we quote this cheese at 30 to 55 cents per pound.

POTATOES.

Importation—

104 bags from New York.
2,047 barrels from New York.
2,564 bags from Boston.
4,692 barrels from Boston.
240 bags from New Orleans.
200 barrels from New Orleans.
12,132 barrels from Halifax, Nova Scotia.

In spite of these receipts, the demand has been very active, and holders have succeeded in raising their prices. We quote at 4 to 4.25 cents per pound for those packed in bags and at \$7 to \$8 per barrel.

EXCHANGES.

New York, 3 d/s., one-eighth per cent premium.
London, s/d. at \$4.78 per £.

CURRENT EVENTS OF INTEREST IN SOUTH AMERICA.

The following notes on commercial conditions in South America have been contributed by Mr. George Mallett, of Valparaiso, Chile, under date July 3, 1917:—

Chile.

CUSTOMS REGULATIONS REGARDING ADVERTISING MATTER.

Commercial firms which with representatives in Chile, or which supply material for direct advertising by means of circulars, illustrated pamphlets and such like, will do well to consider the local customs regulations, which are liable to be misread.

One of the articles in the regulations distinctly states that reviews, periodicals, catalogues, etc., are free of duty. But another article which overlaps this one states that all advertising pamphlets, books, calendars, etc., for the purpose of "commercial propaganda," shall pay an import duty of \$1 gold of 18d. per kilogramme of gross weight.

A considerable amount of this matter is called "catalogues" by those interested, but the customs authorities define a catalogue as a book describing articles for sale and giving prices of said articles.

It is therefore indispensable that commercial propaganda material (to escape import duty) have a price-list included in each pamphlet or book. The apparently ridiculous side of the question is the fact that tons of advertising propaganda are arriving regularly, in the form of magazines, reviews, trade-organs, newspapers, etc., absolutely free. The object of the article is of course the protection of the local printer against foreign competition.

I have drawn special attention to the matter, because it is not generally known, the universal impression being that all catalogues are free. The trouble is the more ample latitude which we are accustomed to give to the title of "catalogues."

I have a case in point at present, under consideration by the authorities, where the debatable line is so fine as to be difficult of definition. Invoices, consular and other declarations, perfectly clear as "advertising catalogues" but containing no prices.

If the decision goes against me, it means a question of about £25 sterling, duty, for business which is unavailable until after the war.

NATIVE INDUSTRIES (AFTER THE WAR).

The parliamentary commission appointed to study the ways and means of protecting Chilean trade and commerce from the expected abnormal foreign competition after the war, have under consideration the following project:—

1. The money question: pros and cons of a fixed exchange.
2. The reform of the customs tariffs.
3. The mercantile marine: naval construction and ports.
4. The nitrate trade.
5. Agriculture: best means of protection and development.
6. Mining: best means of protection and development.

Iron and steel industry and the necessity of establishing in the country at the earliest possible time.

Crops of mining engineers and geological institute.

Establishment of laboratories: experimental, metallurgical and technological.

Coal.

7. The manufacturing industry; necessary measures for protection. Cement industry. Wine production and its national importance.

8. General commerce: its nationalization and the reform of commercial legislation; international commercial policies; importance of customs union in South America.

9. Banking: Necessity of a central institution for the regulating of credit. Development of industrial credit. Necessary reform of the existing bank law of July 23, 1865.

10. Nationalization of insurance.

11. Practical points of public education.

12. Development and reduction of cost of overland transport. Railways and roads. International railways.

Notes requesting active co-operation have been sent to the Sociedad Nacional de Agricultura, the Sociedad Nacional de Minería; the Sociedad de Fomento Fabril and the Chambers of Commerce of Valparaiso, Concepcion and Valdivia.

Public Works in Project.

In the last session of the Council of Public Works, the following schemes (among others) were approved:—

Railway, Linares to Colbun, \$159,876.17 currency, and \$6,385.84 gold.

Wharf in Taltal, \$97,999. Maipo bridge, Los Marros, \$60,940.92.

Granaderos bridge in Mulchen, \$32,451.75.

Mulchen bridge in Mulchen, \$11,232.76.

Pangué bridge, in Pangué, \$30,000.

Iquique water supply.—The basis and conditions relative to the inviting of tenders for the execution of this work, was also under discussion and will shortly be given out.

Bank of Chile.

The Bank of Chile has increased its paid-up capital by 20 million pesos and its reserve fund by an additional 12 millions in the form of premiums on the new share issue.

This makes a total paid-up capital of 70 millions and a reserve of 34 millions.

Peru.

Coal.—Two commissions have been officially appointed for the purpose of establishing the coal-mining industry in the country.

These commissions will make surveys and general investigations in the valleys of Oyon and Chacras near to Cerro de Pasco, to ascertain the conditions of the coal-beds and the facilities available for their exploitation on a large scale. Also in the carboniferous zone of the Rio Santa to determine the best means of transport to the Chimbote Railway.

Sugar.—The Peruvian Steamship Company's ss. *Urubamba* is on her way to Valparaiso with 3,000 tons of Peruvian sugar for Chilean refineries.

Bolivia.

Petroleum.—Engineers have been surveying the presumed mineral oil deposits on the shores of lake Titicaca, on behalf of the "Sociedad de Petroleo España."

The engineers who are travelling south in search of necessary material are very optimistic and expect to commence exploitation work in two or three months.

A splendid local market is anticipated in view of the scarcity of oil fuel in Bolivia.

Foreign Commerce.

During the past year 1916 this was as follows:—

	Bolivianos.
Exports	\$101,484,800
Imports	31,098,215
Total	\$132,583,015
1915—	
Exports	\$ 95,210,350
Imports	22,574,566
Total	\$117,784,916

PRODUCTION OF SUGAR AND MOLASSES IN QUEENSLAND.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, September 26, 1917.

In his report on the Queensland sugar crop in 1916, the statistician states that the campaign of that year, although not so satisfactory as originally expected, was far from being a failure. Millers expected a yield of 184,000 tons of 94 N. T. sugar, but industrial troubles caused a cessation of work at several establishments, and wet weather intervening resulted in cane acquiring so low a density that manufacture was no longer profitable, so a very large area of cane was left to stand until the current season, the quantity obtained being nearly 7,000 tons less than was at first estimated.

No less than 167,221 acres were returned as cultivated, or a total increase of 14,194 acres. The density of the cane was lower than for several years, the quantity required to make one ton of sugar being 8.93 tons. A summary of the sugar produced for the past five years is as follows:—

	Acres. Cultivated.	Acres. Crushed.	Tons. Cane.	Tons Sugar at 94 % Net Titre.
1912.. .. .	141,652	78,142	994,212	113,060
1913.. .. .	147,743	102,803	2,085,588	242,837
1914.. .. .	161,195	108,013	1,922,633	225,847
1915.. .. .	153,027	94,459	1,152,516	140,496
1916.. .. .	167,221	75,914	1,579,514	176,973

As emphasized in previous reports some method of utilizing the by-product of the sugar mills is badly needed. Figures given by crushing factories, which make returns of molasses produced show that out of 6,342,439 gallons, almost 2,800,000 gallons were run to waste, while 433,500 gallons were used as fuel.

ESTABLISHMENT OF A DETINNING INDUSTRY IN AUSTRALIA.

(Board of Trade Journal.)

The formation of a company in Sydney for the purpose of erecting and working electrolytic plant for the recovery of metallic tin from tinplate scrap is reported by the British Trade Commissioner in Australia (Mr. G. T. Milne), under date August 17. The company will use an improved process which, it is claimed, has been proved in practice to be commercially profitable. All the necessary plant required to treat from 50 to 60 tons of scrap tin weekly has been procured at a cost of about £1,700, and it was expected that its installation in the company's factory at Alexandria, near Sydney, would have been carried out by the end of August. The capital of the company is £10,000.

PRICES FOR CERTAIN CUBAN COMMODITIES.

Mr. J. C. Manzer, representing the Dominion Department of Trade and Commerce in Havana, Cuba, has forwarded under date of October 26, 1917, the following market prices for certain commodities:—

Lumber.—Prices are very firm and dealers are having difficulty in securing stock to supply the demand. One schooner from Bridgetown, Nova Scotia, arrived at Havana the past week loaded with 800,000 feet of spruce lumber.

Potatoes.—The price has advanced one dollar per barrel the past two weeks and sales were made at \$6.75 for sacks of 180 pounds c.i.f. Havana, and Early Rose potatoes for seed (pure stock) have been sold as high as \$8 per barrel. The arrivals the past week from Canada were 12,132 barrels by direct steamer from Halifax, and 2,250 sacks and 3,200 barrels by steamer from Boston.

Codfish.—The high prices which have ruled for the last five months are being maintained. Large shipments are coming forward weekly from Halifax via Boston. The receipts this week from Halifax were 2,247 cases.

Hay.—The market for hay is extremely high but it is almost impossible to secure transportation from Canada for this commodity. Some dealers in Canada who contracted hay last May have not yet been able to make deliveries.

Oats.—Most of the oats are coming from the middle west and prices are being held firm.

Malt.—600 cases of malt arrived this week by Boston steamer from Montreal.

Prices.—Following are this week's prices on a number of articles of interest to Canadian dealers:—

Lumber (pine)	\$40 00 to \$50 00 per M.
" (spruce)	35 00 40 00 "
Potatoes (sacks)	6 50 6 75 per 180 pounds.
" (Early Rose for seed)	7 50 8 00 per barrel.
Codfish	16 00 18 00 per cwt.
Hay	45 00 50 00 per ton.
Oats	85 90 per bushel.

GOVERNMENT NOTICES AFFECTING TRADE.

Canada.

IMPORTATION OF TALLOW FROM NEW ZEALAND.

It is notified for general information that all future importations of tallow into Canada from New Zealand are subject to arrangements first being made by the Imperial Munitions Board at Ottawa to ensure to that Board the receipt of the glycerine content of such tallow imported.

Russia.

PROCEDURE IN CONNECTION WITH THE ISSUE OF IMPORT LICENSES FOR GOODS ON PRIVATE ACCOUNT.

(*From the Board of Trade Journal.*)

The Board of Trade are in receipt, through the Foreign Office, of information to the effect that the following procedure has been established for the issue of licenses for the importation into Russia of goods on private account, by a Decree of the Minister of Commerce dated the 17th/30th August, which was published in the official *Trade Gazette* of Petrograd for the 5th/18th September:—

1. A special license is necessary for the import into Russia by all sea frontiers, by the whole of the Russo-Finnish frontier, and via the station Mantchuri of the Asiatic frontier, of all private goods not destined for the national defence, and accepted for despatch (against bills of lading, way-bills, postal declarations and other documents certifying the date of despatch) on and after 1st/14th September, 1917. The above rule does not apply to goods included in the list annexed to section II of the Decree of the Provisional Government of 29th June/12th July, 1917.

2. Applications for import licenses must be addressed to the Department of Industry at the Ministry of Commerce, for examination by a Special Committee, formed at the department mentioned, in connection with the import of foreign goods. The decisions of the committee shall be subject to confirmation by the Minister of Commerce.

3. Licenses, if granted, will be for the import of a definite quantity of goods, which may be imported in one consignment or in partial consignments, within the term of validity of the license.

4. Applications for import licenses must be addressed to the Department of Industry by the consignees of the goods or their agents.

5. Applications must be submitted in duplicate, one of which is to be accompanied by the requisite number of revenue stamps, and must contain the following details concerning the kind of goods and their weight (and, in the case of their being forwarded by parcel post, the number of parcels)—the tonnage required, the place of despatch, the name and address of the shipper, the place of destination, the name and address of the consignee, the route by which the goods are to be imported (naming the ports of despatch and destination and the Russian custom house of clearance*), the method and conditions of payment for the goods, the amount of foreign currency required (giving the total value of the goods, including freight and insurance), the proposed date of despatch of the goods, and an account of the steps taken for obtaining licenses from foreign governments with regard to the order, and the export or

* Except in the case of postal parcels, for which it is not necessary to specify the ports.

transit of the goods (in cases where such licenses are required). Applications must be accompanied (if possible) by certificates of competent departments, institutions or organizations, such as cotton, cloth, flax, paper or leather committees, industrial or commercial representative associations, etc., concerning the urgent need of the Russian market for the goods which it is designed to import into Russia.

6. On examining the application, the committee will decide whether the license shall be granted (in full or partly), or refused, and in the former case the applicant will obtain an import license from the Department of Industry, valid for four months from the date of the license. The Department of Industry will notify the competent agent of the Ministry of Commerce abroad concerning the issue of the license.

TARIFF CHANGES AND INTERPRETATIONS.

New Zealand.

In his report of October 8, 1917, Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, New Zealand, includes the following customs decisions:—

Goods.	Classification under Tariff and Item No.	Rate of Duty.	
		General Tariff.	Preferential Surtax on Foreign Goods.
A. & M. S., viz.—			
Cobalt concentrated extract.....	} As A. & M. S. (482).....	Free	—
Lead linoleate.....			
Manganese linoleate.....			
Bicycles, fittings for, viz.—			
Rim tapes, being in lengths, fitted with clips, for placing inside bicycle rims....	As finished parts of bicycles (170).....	10%	10%
Calf-weaners, "Safety".....	As manufactured articles of metal n.o.e. (183).....	20%	10%
Rugs, such as are used for personal comfort for covering beds, or for similar purposes.	As rugs, woollen, cotton, opossum and other (84).....	20%	10%
Rugs, hearth or similar, for use under the feet.....	As carpets or mats (109).....	20%	—
Tramway cars, fittings for, viz.—			
Brake blocks or shoes (claimed as parts peculiar to air-pressure brakes).....	As manufactured articles of metal n.o.e. (183).....	20%	10%

Item of rugs.—This is an important decision. Heretofore rugs whether for personal use, for bed covering, or for hearth rugs, had no preference. An interpretation under the new Tariff Act classifies personal rugs used for bed coverings or personal comfort as being entitled to a 10 per cent preference. Other rugs, such as hearth rugs, are classified as hearth rugs, without any preference.

NOTES ON FOREIGN TRADE.

Chile's Trade in Paper and Paper Products.

(Special Agent Robert S. Barrett, United States Commerce Reports.)

The annual consumption of paper and paper products by Chile is about \$3,800,000, of which some \$3,000,000 is imported and \$800,000 manufactured in the country. The local product consists principally of coloured poster, cover paper, wrapping paper, and cardboard.

Before the war 55 per cent of the imports came from Germany, 14 per cent from Great Britain, 13 per cent from the United States, 5 per cent from France, 4.4 per cent from Belgium, and 3.5 per cent from Spain. Of the German exports, more than one-half consisted of paper manufactured in other countries but sold by Hamburg commission merchants. With the outbreak of the war there occurred both a diminution of Chile's purchases abroad and a shifting of sources, Denmark, the Netherlands, Norway, and Sweden attaining positions of importance in this trade, as the following table discloses:—

Imported from—	1913.	1914.	1915.
United States.. . . .	\$ 463,849	\$ 434,680	\$ 398,629
Argentina.. . . .	24,532	18,739	19,025
Belgium.. . . .	157,288	92,686	10,952
Denmark.. . . .	.....	982	74,382
France.. . . .	176,753	102,007	41,788
Germany.. . . .	1,955,998	1,216,679	253,105
Great Britain.. . . .	510,050	228,175	240,964
Italy.. . . .	94,731	51,586	54,422
Japan.. . . .	1,850	871	2,944
Netherlands.. . . .	171	256	26,479
Norway.. . . .	6,250	147,820	246,011
Spain.. . . .	124,782	102,826	140,459
Sweden.. . . .	10,629	7,561	363,413
Uruguay.. . . .	3,054	6,415	2,351
Other countries.. . . .	31,002	9,954	4,934
Total.. . . .	<u>\$3,560,939</u>	<u>\$2,421,237</u>	<u>\$1,879,858</u>

Imports from the United States increased in 1916, and in that year American manufacturers furnished Chile with 35 per cent of its foreign supplies of paper and paper products.

Imports, by Articles.

The various classes of paper and paper products that made up Chile's importations during 1913-15 were:—

Paper and Paper Products.	1913.	1914.	1915.
News print.. . . .	\$1,024,191	\$ 797,585	\$ 868,843
Printing.. . . .	319,017	266,498	227,709
Printing in rolls for telegraph blanks..	12,034	5,574	1,427
Writing	253,054	166,060	88,185
Wrapping.. . . .	70,006	29,371	13,759
Wrapping, coloured tissue	160,506	162,518	76,002
Paper sacks.. . . .	9,370	8,067	7,540
Blotting	8,593	4,488	3,223
Drawing and photographic	32,516	26,879	15,466
Cigarette.. . . .	105,592	71,986	99,318
Cigarette paper in books.. . . .	6,022	2,750	2,446
Cardboard, ordinary.. . . .	6,203	2,902	1,352
" paper covered	63,863	35,970	16,202
" for visiting cards	23,338	10,372	12,444
" for electric installation.. . . .	.....	.....	2,669

Imports, by Articles.—Continued.

Paper and Paper Products.	1913.	1914.	1915.
Visiting cards.. . . .	34,079	25,336	8,743
Toilet.. . . .	19,816	12,202	14,582
Tissue for copying.. . . .	20,488	6,406	9,209
Florist's	10,797	5,056	3,427
Envelopes.. . . .	40,928	27,532	11,610
Printed books.. . . .	580,150	295,489	142,602
Almanacs and diaries.. . . .	15,641	10,746	10,479
Blank books.. . . .	41,855	31,766	13,181
Letter copying books	9,864	6,633	2,969
Music.. . . .	12,094	5,075	2,659
Advertising matter.. . . .	33,645	23,221	15,739
Lithographed and engraved work.. . . .	32,232	12,091	4,609
Small lithographs.. . . .	1,677	1,749	1,153
Postage stamps.. . . .	14,524	39	12,005
Bank bills, bonds, etc..	149,980	25,959	11,957
Labels and signs	23,138	16,748	10,815
Checks, drafts, forms, etc .. . . .	.....	13,919	14,974
Engraved stationery.. . . .	5,058	6,857	2,405
Playing cards	13,025	9,704	10,626
Carbon, tracing, and blue print.. . . .	18,816	22,484	6,760
Paper buttons.. . . .	3,001	1,000	3,164
Confetti and serpentinas.. . . .	13,618	3,496	1,878
Postal cards.. . . .	9,491	1,865	667
Ruled paper for music.. . . .	337	49	530
Binder's	16,998	6,107	2,622
Wall	212,866	139,835	66,618
Roofing	861	2,182	1,535
Fly	8,235	5,410	2,736
Covers for books, loose-leaf covers, files, etc.. . . .	14,290	9,713	4,360
Photographs.. . . .	347	521	304
Paper boxes.. . . .	18,036	16,045	6,839
Manufactures of paper.. . . .	28,588	20,329	9,006
“ cardboard.. . . .	15,379	12,734	5,871
Other classes of paper.. . . .	55,780	51,919	26,639
Total.. . . .	\$3,560,939	\$2,421,237	\$1,879,858

Gain During Last Year.

The year 1916 witnessed a considerable revival in imports with, as already mentioned, a marked increase in the purchases from the United States. The total imports and the American share for that year are shown below:—

Paper and Paper Products.	Total Imports.	From United States.
News print, and printing paper containing mechanical wood-pulp.. . . .	\$1,248,439	\$ 525,459
Writing.. . . .	315,570	162,297
Wrapping.. . . .	148,225	34,837
Cigarette.. . . .	144,756	5,660
Tissue for wrapping.. . . .	128,340	32,462
Cardboard, coated and papercovered.. . . .	94,764	27,939
Ruled.. . . .	65,146	8,869
Drawing.. . . .	42,510	26,246
Printed books.. . . .	161,622	24,732
Blank books.. . . .	22,587	3,633
Advertising matter.. . . .	22,498	7,226
Toilet.. . . .	18,413	13,438
Playing cards.. . . .	14,321	9,973
Wall.. . . .	117,181	17,038
Wood-pulp.. . . .	66,610	439
Other classes of paper and paper products.. . . .	318,247	125,422
Total.. . . .	\$2,929,209	\$1,025,670

No part of the increased business from the United States can be regarded as permanent unless American manufacturers and exporters completely change their attitude towards Chile. Whether true or not, the Chilean consumer believes that the

American manufacturer has taken the opportunity to increase his prices beyond those justified by conditions. Failure to make shipments promptly, substitution of goods different from those ordered, and the requiring of cash against documents have further aggravated the situation, and the importer, publisher, and printer long for the time when they can again shop in the European market.

Extent of Industry in Chile.

In 1915 there were 139 establishments in Chile turning out paper and paper products of one kind or another. Three of them made paper and cardboard, 2 wrapping paper, 2 cardboard, 7 paper boxes, 3 blank books, 4 paper sacks, and 1 serpentinas, while 99 did a general printing and binding business, 6 binding alone, and 12 lithographing. Their expenditures for raw materials, wages, and fuel and for rents and other overhead in 1915 were:—

Kinds of goods manufactured.	Plants.	Cost of fuel.	Cost of raw materials.		Rents, patents, insurance.	Salaried employees.	Salaries.	Operatives.	Wages.	Total expenditures.
			Domestic.	Imported.						
		\$	\$	\$	\$		\$	\$	\$	\$
Paper and cardboard.....	3	73,310	170,762	131,470	27,450	25	50,458	141	52,595	506,045
Wrapping paper.....	2	2,950	21,682	.....	4,721	7	4,643	57	16,156	50,152
Cardboard.....	2	.....	23,962	.....	3,338	.....	.....	48	18,429	45,729
Printing and binding.....	99	26,978	395,018	1,279,452	256,823	575	521,108	1,772	1,007,473	3,486,852
Lithographing.....	12	16,401	49,622	730,248	87,503	90	147,664	765	263,732	1,295,170
Binding.....	6	91	5,096	3,902	7,616	3	285	43	14,562	31,552
Paper boxes.....	7	.....	115,243	9,807	16,794	8	9,486	175	53,551	204,881
Blank books.....	3	730	56,469	36,633	4,306	7	2,263	47	16,775	117,176
Paper sacks.....	4	1,510	72,780	15,507	4,700	5	5,738	43	11,793	112,028
Serpentinas.....	1	657	5,201	16,790	657	.....	.....	18	6,205	29,510
Total.....	139	122,627	915,835	2,223,809	413,908	720	741,645	3,109	1,461,271	5,879,095

More than 90 per cent of the machinery used in these plants is of European manufacture, and this may be attributed to four principal factors: (1) The number of Europeans engaged in the graphic arts in Chile and their control of the principal establishments; (2) the technical training received by Chilean printers from European and their familiarity with European machinery; (3) the number of printer's supply houses in the country which carry in stock machinery and type made in Europe; and (4) lower prices and longer credit terms than are offered by the American manufacturer.

There were 397 publications in Chile at the end of 1915. Of these, 80 were dailies, 6 tri-weeklies, 35 bi-weeklies, 171 weeklies, 19 bi-monthlies, 67 monthlies, and 19 quarterlies or occasional publications. All of the newspapers in Santiago, Valparaiso, Concepcion, and Antofagasta are printed on perfecting presses, and nearly all of the composing rooms are equipped with linotype machines. Of the presses, more than one-half are American, and the remainder French. A new American press was installed in Valparaiso last November, another is being erected in Concepcion, and a third has been ordered by a Santiago daily. There are prospects of the sale of two additional presses in the near future.

THE TIMBER INDUSTRY IN RUSSIA.

(A. J. Sack, Director Russian Information Bureau in "The Timberman.")

During the year 1915 the debit balance of Russia's foreign trade amounted to \$385,000,000. During 1916 it rose to over \$1,000,000,000. This was partially produced by war conditions, but after the war Russia must pay the interest on her national debt, and, therefore, the question of turning the balance in favour of Russia is one of the most important problems of Russia's economic life at the present time.

This problem is solved in a very interesting manner by the possibilities in the development of Russia's timber industry. The timber export even nowadays holds second place, following grain, in Russia's export trade.

In 1892 the receipts from the timber industry in Russia's ordinary state revenue amounted to \$9,572,000—1.9 per cent of the entire amount of state revenue. In 1913 the receipts from the timber industry increased to 27 per cent of the entire amount of state revenue. During the period 1892-1913 the entire income of the imperial treasury was multiplied 3.5 times, whereas the income from the timber industry was multiplied 4.9 times.

The export of Russia's timber developed even faster than the timber industry in general. In the beginning of the nineteenth century, the export of Russian timber amounted to only \$765,000—1.7 per cent of the total amount of Russia's export at that time. In 1910 Russia's export of timber already amounted to \$70,482,000—9.5 per cent of the total export. During the period 1800-1913, the total amount of Russia's export multiplied 21 times, whereas the timber export multiplied 126 times. It is interesting to observe that during the same period the amount of grain export multiplied only 44 times.

In 1913, as we have said before, Russia exported timber to the amount of \$84,099,000. But this amount is surely negligible compared with the possible export of timber. In exporting grain, Russia meets the competition of the United States, Argentina, Canada, the East Indies, Australia, Bulgaria, and Rumania. But in exporting timber, Russia certainly can take and is going to take the leading place in the world's market. If we take the countries which have not sufficient timber in one group, and the countries which are able to export in another group, we have the following table:—

I.		Amount Timberland (in acres).
Germany.. . . .		38,430,000
Balkan States.. . . .		28,380,000
France (without colonies).. . . .		27,141,000
Spain (without colonies).. . . .		17,844,000
Italy (without colonies).. . . .		11,256,000
Great Britain (without colonies).. . . .		3,375,000
Other European countries		6,426,000
Total.. . . .		132,852,000
II.		
Russia.. . . .		1,125,000,000
Canada.. . . .		889,380,000
United States.. . . .		603,000,000
Sweden and Norway.. . . .		81,000,000
Austria-Hungary		63,000,000
Total.. . . .		2,761,380,000

This table shows that timber is needed in all the European countries, exclusive of Russia, Scandinavia and Austria-Hungary. The import in Europe from the United States is comparatively small. Canada, perhaps in the near future, may become a great exporter of timber. Russia's chief competitors in the European timber market will be Scandinavia and Austria-Hungary. But the export from these countries has been diminishing during the last years. Scandinavia showed a tendency to increase the export of paper. As to Austria-Hungary, for the last years her competition with Russian timber has also become weaker and weaker. During the period 1906-1910, Russia exported to Germany 48.8 per cent of all timber imported by the latter country. Austria-Hungary held second place, having exported to Germany 31.4 per cent. Since then, for the last three years before the war, Russia's export to Germany increased to 50 per cent of the entire amount of timber imported by the latter. In the same time Austria-Hungary's export to Germany diminished and became only one-half of the amount Germany imported from Russia.

The report of the Russian Consul in London, published a year ago, shows very clearly how wonderfully for the last years Russia is advancing in the European timber market. Until lately 70 to 75 per cent of Russia's entire timber export went to Germany and England. During the last years it went to England more than to Germany. The per cent of timber imported in England for the last ten years from Russia, Scandinavia and the United States shows how successful was Russia's export for this period.

Imported in England.

	1903. p.c.	1907. p.c.	1909. p.c.	1911. p.c.	1913. p.c.
Russian timber.. . . .	29	37	46	47	51
Scandinavian timber	23	32	25	25	25
United States timber.. . . .	33	28	27	26	22

Withal, until now Russia has not really utilized her wonderful timber resources. If we compare the export of timber in 1913, from Russia, the United States, Scandinavia and Austria-Hungary, with the amount of timber land in these countries, we see that Russia, while richer in timber land, is behind the other nations in the amount of foreign trade in timber.

	The Amount of Timberland (in acres).	The Export of Timber (in dollars).
Russia.. . . .	1,125,000,000	\$ 89,250,000
United States.. . . .	603,000,000	134,437,000
Scandinavia.. . . .	81,000,000	129,489,000
Austria-Hungary	63,000,000	79,203,000

The new Russian Government and the Russian people understand that after the war the need of timber in the European market will open wonderful prospects for the Russian timber industry. By proper development of this industry, Russia will be able to deliver the bulk of the timber necessary for the European countries. It is very possible that in this line Russia will not meet serious competition, either from Scandinavia or from the New World. As to Austria-Hungary, she will have her own needs, and aside from this, a big part of her rich timber lands in Galicia was destroyed during the war.

The development of Russia's timber industry and the export of Russian timber to the European market means for Russia the practical solution of most of her financial difficulties that are bound to arise after the war. The development of the timber industry will create a favourable foreign trade balance and will assist in the payment of the national debt.

Artificial Wood in Austria.

(*London Times Trade Supplement.*)

The Austrian paper, *Kunststoffe*, states that leaves are now being used for the production of artificial wood, which has for some time been manufactured from sawdust, subjected to high pressure, either with or without a binding material. The leaves are dried and boiled in water or lye, mixed with a binding material such as glue, resin, waterglass, etc., and squeezed into blocks under a pressure of 300 to 400 atmospheres. Any desired colour can be obtained by appropriate additions. It is claimed that artificial wood so produced can be worked like natural wood and can be used for the most varied purposes.

Proposed Standardization of Exports in Japan.

(*Extract from Japan "Chronicle," forwarded by Consul-General George H. Scidmore,*

Yokohama, United States Commerce Reports.)

The Japanese Government is shortly to put in practice a system of inspecting and standardizing the quality of the principal exports from the country. The matter is engaging the attention of the trade guilds and other similar bodies all over the country, and their representatives have been holding meetings at the rooms of the Department of Agriculture and Commerce. On June 12 the Minister of Agriculture and Commerce, addressing these delegates, said:—

"No complaint is made abroad about the quality of habutae, or raw silk, in which the manufacturing and trading system is perfect and efficient. The outcry is raised only in regard to those goods which are comprehensively known as general cargo. One of the reasons is to be found in defects in our industrial system. It is, therefore, necessary to perfect this mechanism by giving more financial assistance to the intermediate and lesser manufacturers. As to the prevention of the production of inferior goods, an improved institution should be founded on the basis of the existing trade guilds, making all the exports concerned subject to examination according to a certain universal standard."

BELIEVE BUSINESS MEN SHOULD ACT.

From a statement made by the director of industrial and commercial affairs in the Department of Agriculture and Commerce, it is learned that the authorities have come to the conclusion that if the great development achieved by Japan's foreign trade since the outbreak of the war is to be permanently preserved, it is of urgent necessity to take steps to prevent the production of inferior goods. The authorities think the best policy would be for the merchants and manufacturers interested to arouse themselves to the evils of the practice, and enforce the suggested measure by themselves without depending upon the Government to look after their own interests. As a result, the Government has decided that the trade guilds shall organize an association among themselves to assume the responsibility of enforcing the proposed inspection of exports. This inspection will be made under regulations to be framed by the Government and the association. These regulations will be the same all over the country, and the inspectors will be recommended by the trade guilds or the association, but the right of appointing or dismissing them will be reserved to the Minister of Agriculture and Commerce or to the local governor.

STANDARDS FOR ALL EXPORTS.

Under this system all exports except those already provided for will be made subject to certain standardized qualifications. The Government has decided to make a yearly grant of \$25,000 toward the funds for working the system. First of all, it

will be applied to hosiery, glass and glassware, enamelled hardware, matches, and braid, and later extended to shell buttons, soap, flannelette, brushes, and cotton crepe.

It has been alleged that soap exported from Japan contained some starch. According to the Asahi, the Department of Agriculture and Commerce has decided to issue new regulations, operative from September 1, 1917, under which the exportation of any kind of soap other than absolutely pure will be absolutely prohibited.

Hints Regarding Australian Advertising.

(Commercial Attaché Phillip B. Kennedy, United States Commerce Reports.)

One of the largest advertising agencies in the United States recently sent a representative to Australia to arrange a local advertising campaign on behalf of an article nationally advertised in the United States. The special representative was forwarded 268 advertising plates which had been successfully used in the United States, all but three or four of which had to be scrapped. Although these plates fit American magazines and newspapers, they were of no use in Australia. The substantial loss suffered was increased by the duty charge, which on electrotypes or stereotypes is \$0.48 per block of 12 square inches or under, with \$0.04 additional for each square inch over 12. The best practice is to send drawings from which plates can be made locally.

The custom has not yet been adopted in Australia of giving advertising agencies a standard rate of discount, and a certain amount of bargaining must be done by American advertising agencies desiring to make direct arrangements with Australian mediums. Moreover, some satisfactory method of payment must be devised if one would meet with a favourable response. The Melbourne Ad Club, affiliated with the Associated Advertising Clubs of the World, is endeavouring to standardize practices, but is making only slow progress against traditional methods. A leading metropolitan daily recently urged the press to advocate a system of guaranteed circulation, similar to that in use in the United States, but received little, if any, encouragement. The only assurance which can now be had as to circulation is the unsupported word of the publication.

SENDING STATIONERY FROM UNITED STATES.

Sales letters which have been successful in the United States have often proved effective in Australia with only slight alteration. Envelopes, stationery, and inclosures have sometimes been shipped out from the home office. When this is done, care should be taken to pack the stationery in tin or zinc-lined cases, since otherwise the contents are liable to serious damage from moisture. The local representative of an American tire manufacturer recently received from his company a large supply of stationery to be used for circularizing in Australia, which was not packed in a tin-lined case. It was a total loss through having become soaked with moisture. Duty had also been paid on the stationery. (The Australian duty on letter-heads is \$0.20 per pound, or 40 per cent ad valorem, whichever yields the higher.) Stationery imported from the United States must be marked "Printed in U.S.A.," which does not add to its appearance.

The Australian printing industry is protected by a duty of \$0.20 per pound on imported catalogues. Local catalogues may also be posted at one-half the rate charged on imported catalogues.

It is difficult at present to secure in Australia high-grade bond papers or the best grades of papers for catalogues. For ordinary business purposes, however, local work is quite satisfactory.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending November 9, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	819,585	316,654	141,817		1,278,056
Consolidated Elevator Co.	488,276	188,987	37,025	53,545	767,833
Empire Elevator Co.	328,357	367,728	57,056	9,399	762,540
Ogilvie Flour Mills Co.	643,656	75,507	32,978		752,141
Western Terminal Elevator Co.	749,614	119,330	3,068	58,019	930,031
G.T. Pacific	841,252	1,293,195	52,625	22,106	2,209,078
Grain Growers' Grain Co.	372,697	558,600	56,986		988,283
Fort William Elevator Co.	255,779	286,844	42,322	37,827	622,772
Eastern Terminal Elevator Co.	349,947	88,707	18,386		457,040
Port Arthur—					
Port Arthur Elevator Co.	851,866	587,254	377,726	41,779	1,858,625
D. Horn & Co.	73,072	98,392	15,167	60,553	247,184
Dominion Government Elevator	783,431	323,949	51,828	88,866	1,248,074
Thunder Bay	371,601	170,072	63,111	24,194	628,878
Davidson & Smith	258,980	22,396	58,973		340,349
Total Terminal Elevators	7,188,113	4,497,615	1,009,068	396,088	13,090,884
Saskatoon Dom. Govt. Elevator	4,324	149,281			153,605
Moosejaw Dom. Govt. Elevator	88,507	74,851	641	1,524	165,523
Calgary Dom. Govt. Elevator	131,358	104,629	2,072	516	238,575
Vancouver Dom. Govt. Elevator	103,316	4,055	210		107,581
Total Interior Terminal Elevators	327,505	332,816	2,923	2,040	665,284
Depot Harbour	192,347				192,347
Midland—					
Aberdeen Elevator Co.	756,242				756,242
Midland Elevator Co.	142,426	42,200			191,626
Tiffin, G.T.P.	1,156,229	1,430			1,157,659
Port McNicol	2,686,249	62,467			2,748,716
Collingwood					
Goderich Elevator and Transit	644,203	121,345		6,938	772,486
Western Canada Flour Mills Co. Ltd.	440,555				440,555
Kingston—					
Montreal Transportation Co.	557,477				557,477
Commercial Elevator Co.					
Port Colborne	1,096,771				1,096,771
Prescott					
Montreal—					
Harbour Commissioners No. 1	719,198	77,779	169,065		966,042
" " No. 2	1,618,149	48,699	57,290		1,724,138
Montreal Warehousing Co.	1,601,604	62,579	263,319	28,341	1,955,843
Quebec Harbour Commissioners	1,855	16,465			18,320
West St. John, N.B.	554,769	9,706			564,475
Halifax, N.S.	32,076				32,076
Total Public Elevators	12,200,150	449,670	489,674	35,279	13,174,773
Total quantity in store	19,715,768	5,280,101	1,501,665	433,407	26,930,941

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended November 9, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.
Wheat—				
No. 1 Hard	97,946	26,442	2,416	126,804
No. 1 Northern	2,835,529	142,714	7,050,351	10,028,594
No. 2 "	1,486,772	51,375	2,288,675	3,826,822
No. 3 "	947,025	50,812	1,166,867	2,164,704
No. 4 Wheat	600,605	18,513	1,055,281	1,674,399
No. 5 "	324,499	12,649	99,853	437,001
No. 6 "	191,327	11,738	90,318	293,383
Other	704,410	13,262	446,389	1,164,061
Totals	7,188,113	327,505	12,200,150	19,715,768
Oats—				
No. 1 C. W.	12,453	112,880		125,333
No. 2 "	1,599,107	20,799	28,172	1,648,078
No. 3 "	309,508	86,429	258,580	654,517
Ex. No. 1 Feed	610,574	56,229	42,060	708,863
No. 1 Feed	702,355	16,261	13,299	732,515
No. 2 "	739,350	40,218	21,584	801,152
Other	523,668		85,975	609,643
Totals	4,437,615	332,816	449,670	5,280,101
Barley—				
No. 3 extra C. W.	4,531			4,531
No. 3 C. W.	264,853	2,279	227,276	494,408
No. 4 "	354,748	3	159,458	514,209
Feed	142,286		2,743	145,029
Rejected	152,910		22,401	175,311
Other	89,740	641	77,796	168,177
Totals	1,009,068	2,923	489,674	1,501,665
Flax—				
No. 1 Northwestern Canada	323,304	1,796	35,279	360,379
No. 2 C. W.	23,947	162		24,109
No. 3 "	1,929	12		1,941
Rejected	46,908			46,908
Other		70		70
Totals	396,088	2,040	35,279	433,407
Corn				
Total quantity in store	13,090,884	665,284	13,174,773	26,930,941

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East on November 9, 1917, with comparisons for Three Years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>Nov. 9, 1917.</i>			
Terminal Elevators.....	7,188,113	5,902,771	13,090,884
Interior Terminals.....	327,505	337,779	665,284
Public Elevators in the East.....	12,200,150	974,623	13,174,773
Total.....	19,715,768	7,215,173	26,930,941
<i>Nov. 10, 1916.</i>			
Terminal Elevators.....	12,286,478	6,988,996	19,275,474
Interior Terminals.....	447,664	113,592	561,256
Public Elevators in the East.....	6,098,926	9,505,746	15,604,672
Total.....	18,833,068	19,608,334	35,441,402
<i>Nov. 12, 1915.</i>			
Terminal Elevators.....	18,231,048	4,995,255	23,226,303
Interior Terminals.....	220,831	58,183	279,014
Public Elevators in the East.....	5,498,090	1,841,767	7,339,857
Total.....	23,949,969	6,895,205	30,845,174
<i>Nov. 12, 1914.</i>			
Terminal Elevators.....	8,116,064	3,245,908	11,361,972
Interior Terminals.....	413,244	105,983	519,227
Public Elevators in the East.....	8,673,204	2,306,133	10,979,337
Total.....	17,202,512	5,658,024	22,860,536

**Number of Cars of Grain and Total Quantities Inspected at Winnipeg and other
Points in the Western Division for the Undermentioned Periods.**

	Month of October, 1917.	Two Months ended October, 1917.	Two Months ended October, 1916.
Wheat, Spring—	No.	No.	No.
One Hard.....	191	914	49
One Hard White Fife.....	—	—	—
One Man. Northern.....	15,457	27,478	8,075
Two Man. Northern.....	6,694	8,520	7,873
Three Man. Northern.....	3,502	4,261	6,319
Number Four.....	1,128	1,355	2,824
Number Five.....	471	561	1,361
Number Six.....	356	386	963
Feed.....	103	121	2,737
Smutty.....	77	109	180
No Grade.....	346	865	1,348
Rejected.....	621	1,442	1,293
Condemned.....	2	3	16
No Established Grade.....	13	16	10
No. 4 Special.....	—	6	1,776
No. 5 ".....	—	4	1,316
No. 6 ".....	—	1	939
No. 1 Goose.....	—	1	—
Total Spring Wheat.....	28,961	46,043	37,079
{ Cars.....	33,305,150	52,949,450	44,494,800
{ Bushels.....			
Wheat, Winter—			
One A. R. W.....	23	38	2
Two A. R. W.....	14	16	42
Three A. R. W.....	2	2	19
Four R. W.....	—	—	3
Five Winter.....	—	1	1
One White Winter.....	—	—	4
Two ".....	—	—	—
Three ".....	—	—	—
Four ".....	—	—	2
One Mixed Winter.....	—	—	—
Two ".....	—	—	—
Three ".....	—	—	—
Four White Winter.....	—	—	—
No Grade.....	—	—	—
Rejected.....	—	—	—
Smutty White Winter.....	—	—	—
Total Winter Wheat.....	39	57	73
{ Cars.....	44,850	65,550	87,600
{ Bushels.....			
Total Wheat.....	29,000	46,100	37,152
{ Cars.....	33,350,000	53,015,000	44,582,400
{ Bushels.....			
Oats—			
Extra No. 1 C.W.....	—	—	—
Number One Canadian Western.....	7	7	22
" Two ".....	525	683	3,464
" Three ".....	312	393	1,267
Extra Number One Feed.....	554	611	485
Number One Feed.....	616	660	349
" Two ".....	554	608	846
Rejected.....	263	311	287
No Grade.....	89	128	659
Condemned.....	9	6	5
Mixed Grain.....	65	92	105
Mixed Grain No. 2.....	—	—	1
Total Oats.....	2,990	3,499	7,490
{ Cars.....	5,830,500	6,823,050	15,354,500
{ Bushels.....			

Number of Cars of Grain and Total Quantities Inspected at Winnipeg and other Points in the Western Division for the Undermentioned Periods.—*Concluded.*

	Month of October, 1917.	Two Months ended October, 1917.	Two Months ended October, 1916.
	No.	No.	No.
Barley—			
Number Three Extra C.W.....	3	11	28
" Three C.W.....	355	647	680
" Four C.W.....	494	665	807
Rejected.....	137	249	130
No Grade.....	100	207	119
Condemned.....			
Smutty.....			
Feed.....	166	204	751
Total Barley..... { Cars.....	1,255	1,983	2,515
{ Bushels.....	1,631,500	2,577,900	3,395,250
Flaxseed—			
Number One N. W. Canada.....	374	416	602
" 2 C. W.....	11	18	10
" 3 C. W.....	2	8	9
Rejected.....		2	8
No Grade.....		2	1
Condemned.....			
Total Flaxseed..... { Cars.....	387	446	630
{ Bushels.....	415,700	490,600	724,500
Rye..... { Cars.....	90	152	56
{ Bushels.....	90,000	152,000	56,000
Screenings..... { Cars.....	129	177	81
{ Bushels.....	129,000	177,000	81,000
Speltz..... { Cars.....			-
{ Bushels.....			-
<i>Recapitulation.</i>			
Grain—			
Wheat..... { Cars.....	29,000	46,100	37,152
{ Bush.....	33,350,000	53,015,000	44,582,400
Oats..... { Cars.....	2,990	3,499	7,490
{ Bush.....	5,830,500	6,823,050	15,354,500
Barley..... { Cars.....	1,255	1,983	2,515
{ Bush.....	1,631,500	2,577,900	3,395,250
Flaxseed..... { Cars.....	387	446	630
{ Bush.....	415,700	490,600	724,500
Rye..... { Cars.....	90	152	56
{ Bush.....	90,000	152,000	56,000
Screenings... { Cars.....	129	177	81
{ Bush.....	129,000	177,000	81,000
Speltz..... { Cars.....			-
{ Bush.....			-
Total grain..... { Cars.....	33,851	52,357	47,924
{ Bush.....	41,446,700	63,235,556	64,193,650
Canadian Pacific Railway.....	20,172	29,966	27,122
" " " Calgary.....			861
Canadian Northern Railway.....	8,402	15,021	15,056
Great Northern Railway, Duluth.....	213	409	410
Grand Trunk Pacific.....	5,064	6,961	4,475
Total.....	33,851	52,357	47,924

RECAPITULATION—COMPARATIVE FIGURES FOR TWO MONTHS ENDING OCTOBER 31.

	Total Number of Cars.
1901-2.....	12,806
1902-3.....	13,965
1903-4.....	11,782
1904-5.....	11,091
1905-6.....	20,129
1906-7.....	20,822
1907-8.....	13,022
1908-9.....	27,830
1909-10.....	40,584
1910-11.....	35,359
1911-12.....	37,207
1912-13.....	39,732
1913-14.....	73,565
1914-15.....	51,325
1915-16.....	87,686
1916-17.....	47,924
1917-18.....	52,357

Receipts and Shipments of the Different Kinds of Grain at Fort William and Port Arthur during the Two Months ended October 31, 1917.

		Receipts					
		Wheat.	Oats.	Barley.	Flax.	Rye.	Total Mixed Grains.
		Bush.	Bush.	Bush.	Bush.	Bush.	Lb.
September, 1917.....		12,062,125	41,414	596,291	49,407	15,168	13,137,038
October, 1917.....		31,401,473	2,933,796	1,247,671	288,637	53,854	35,905,431
Total, 2 months.....		43,463,498	3,347,943	1,843,962	338,044	69,022	49,062,469
		Shipments.					
September, 1917.....	{ Lake.	6,511,467	396,634	92,793	129,710	.....	7,130,604
	{ Rail..	686,904	745,595	79,821	34,236	.....	1,546,550
October, 1917.....	{ Lake.	33,455,818	556,658	671,052	142,214	.....	34,825,742
	{ Rail..	585,070	1,257,336	135,412	29,174	.....	2,006,992
Total, 2 months.	{ Lake.	39,967,285	953,292	763,845	271,924	.....	41,956,346
	{ Rail..	1,271,974	2,002,931	215,233	63,410	.....	3,553,548

TENDERS INVITED.

Australia.

Tender forms, specifications, indents and drawings have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for equipment required by the Melbourne (Municipal) Electric Supply Committee, Melbourne, and the New South Wales Government Railways, Sydney, N.S.W. These tender forms are open to the inspection of Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer File No. 16743).

Particulars of the requirements are briefly outlined thus:—

MELBOURNE ELECTRIC SUPPLY COMMITTEE.

Tenders close at the office of the Chairman, Electric Supply Committee, Town Hall, Melbourne, on November 23, 1917, as follows:—

No. 405—6,600 volt switchgear and accessories, as specified.

NEW SOUTH WALES RAILWAYS.

The following indents have been forwarded by the New South Wales Government Railways, Sydney, to the Agent-General for New South Wales, 123 Cannon street, London, E.C., England:—

No.	Date.	Particulars.	Estimated Cost.		
			£	s.	d.
45-17.	October	2—1,000 yards calico sheeting.. . . .	90	0	0
45-17.	"	2—12,000 yards cheese cloth.. . . .	480	0	0
45-17.	"	2—700 yards Brussels carpet.. . . .	200	0	0
45-17.	"	2—5,000 large sponge cloths.. . . .	100	0	0
45-17.	"	2—300 reflex gauge glasses.. . . .	80	0	0
45-17.	"	2—36 magnesia tips.. . . .	..	10	0

CABLE REQUIRED FOR POSTMASTER-GENERAL'S DEPARTMENT, SYDNEY, N.S.W.

With reference to schedule No. 652 in Australian tenders, published in *Weekly Bulletin* No. 720, for 2,500 yards of cable required by the Postmaster-General's Department, Sydney, N.S.W., advices have now been received that the date for the receipt of the tenders has been extended from November 29 to December 20, 1917.

Sealed samples of the four different classes of cable required under the schedule have been received by the Department and are available for the inspection of interested Canadian manufacturers.

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1458. **Wood-pulp.**—A manufacturing firm in Havana, Cuba, which has for some time been buying about 3,500 tons of wood-pulp yearly from Norway and Sweden now desires to import it from Canada, if the required grades can be obtained here. Samples and particulars of the different grades required may be obtained on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1459. **Agency wanted.**—A commission agent in Johannesburg, S.A., with good connections and thoroughly acquainted with the South African market, would like to have the sole agency of a Canadian manufacturing house wishing to export hardware to South Africa.

1460. **Ground feldspar.**—A firm in London, England, require ground feldspar for use in the manufacture of enamel. They would like to get supplies from Canada.

1461. **Agency.**—A large English importing house in Buenos Aires, Argentine Republic, would accept the representation of Canadian houses in the following lines, provided the goods were suitable to that market, and on conditions to compete; Canvas and sailcloth, boots and shoes, cotton, woollen and fancy goods;

1462. **Foodstuffs.**—An East London (South Africa) firm desires correspondence with Canadian manufacturers and shippers of foodstuffs in such lines as bacon and hams, cheese, condensed milk, canned goods, including salmon, flour and cereal foods. Samples when possible are requested.

1463. **Tools and handles.**—A Durban firm of wholesale merchants request samples when possible, catalogues and price lists, with particulars of packing, from Canadian manufacturers of shovels, spades, pickaxes, axes, farm tools, also pickaxe tools and broom handles.

1464. **Foodstuffs.**—The buying agents for the largest co-operative groceries concern in France, including over 2,000 groceries, wish to obtain supplies of various kinds of foodstuffs from Canada. They want immediately 40,000 cases of Canadian jams, 50,000 cases of salmon, large quantities of codfish, cod liver oil, condensed milk, beans, flour, cheese, glucose, canned meats, grains, etc. Quotations are asked for from Canadian exporters. Regarding grains, they say that previous to the war they were dealing as brokers with one hundred and fifty mills in France.

1465. **Wire.**—A British company handling metals wish to act as European selling agents after the war for a Canadian wire-drawing factory able to supply copper, steel and nickel wire and similar products.

1466. **Food products, grocery and drug lines.**—A firm in Durban, S.A., who are regular buyers of a number of food products, grocery and drug lines, details of which are on file at Department of Trade and Commerce, Ottawa, would be glad to receive offers f.o.b. Montreal or St. John, from Canadian manufacturers, or might be prepared to arrange with reliable Canadian export house to purchase their supplies on commission.

1467. **Apples.**—A firm in Havana, who are large dealers in apples, would like to buy lots of four or five thousand barrels of the King variety from Canada.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

- (*Circulated within Canada only.*)
- Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00, paper cover, 75 cents.*)

- *Canada Year-Book. (*Price, \$1.00.*)
- *Census Returns. (*Price of volumes vary.*)
- *Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancom.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, Via Carlo Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.* (Exports from Canada to Holland are at present prohibited).

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

B. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbejd, No. 4, Christiania Norway. *Cable Address, Sontums.* (Exports from Canada to Norway, Sweden and Denmark are at present prohibited.)

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

1173

Commercial Intelligence Journal

VOL. XVII.



No. 722.

WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, NOVEMBER 26, 1917.



Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1917

1174

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, November 26, 1917.

No. 722.

PROHIBITED EXPORTS FROM CANADA.

His Excellency the Governor General in Council, on Thursday, the 15th day of November, 1917, on the recommendation of the Minister of Trade and Commerce and under and by virtue of the powers in that behalf conferred by the War Measures Act, 1914, or otherwise vested in the Governor General in Council, and notwithstanding anything contained in previous Orders in Council prohibiting the exportation of goods, is pleased to order as follows:—

The exportation of the following goods is hereby prohibited to all destinations abroad, other than the United Kingdom, British possessions and protectorates, namely: Pig-iron.

Steel ingots.

Steel billets.

Steel blooms.

Steel bars.

Steel slabs.

Iron and steel plates.

Iron and steel shapes—comprising beams, channels, angles, tees and zeos.

Iron and steel fabricated—for structural work and shipbuilding.

Restriction of Food Exports from Canada.

An Order in Council has been passed under date of November 15 respecting licenses for the exportation of food products herein described to countries in alliance with the British Empire and having armies in the European field. The same has been approved accordingly:—

(1) The issue of licenses permitting the exportation of goods under the provisions of the Order in Council of November 15, 1917, shall be subject to the approval of the Food Controller of Canada.

(2) Individual licenses will be required for all shipments of goods specified in the said Order in Council; provided that, with the approval of the said Food Controller, the export of goods in limited quantities and also of specified classes of goods, destined for neighbouring territory may be licensed by the endorsement of the collector of customs at the point of exit on the usual shippers' export entry.

(3) Communications and applications respecting the approval of individual licenses for the export of foodstuff, fats, oils and other goods specified in the said Order in Council of November 15, 1917, should be addressed to the Food Controller of Canada, Ottawa.

(4) The Food Controller, in determining the question as to the approval of licenses for the export of goods to countries in alliance with the British Empire, and having armies in the European field, shall take into consideration the following objects, viz.:—

(a) To conserve food, feedstuff and other supplies for the people of Canada;

(b) To regulate the export of the surplus so as to serve the Allies with armies at the front;

(c) And generally to regulate exports so as to secure adequate supplies through control of exports and arrangements with other countries, for the successful prosecution of the war.

Hay and Poultry may be Exported from Canada to the United States under License.

The Food Controller on November 21 announced that the export to the United States of hay as well as of live stock may be licensed until further notice by endorsement of the customs collector at the point of exit and the usual shippers' export entry. Live poultry is included under the ruling regarding live stock.

UNITED STATES LICENSES FOR THE EXPORTATION OF TIN PLATE.

The following information regarding licenses for the export of tin plate from the United States, released for publication November 12, 1917, has been received from the War Trade Board, Washington, D.C.:—

The War Trade Board, upon the recommendation of its Bureau of Imports and of the Committee on the Conservation of Tin Plate, had to-day made two additional rulings affecting the exportation of tin plate, which are set forth below in paragraphs (3) and (4), respectively, in the following list of such rulings, which is complete to date, and includes in paragraphs (1) and (2) the rulings promulgated on October 24, 1917.

RULINGS CONCERNING APPLICATIONS TO EXPORT TIN PLATE.

(1) That no licenses will be granted for the exportation of tin plate for use for any other purpose than as food containers, except on satisfactory evidence that the plate will be used in such a way as to contribute to the military needs of the nations at war with Germany and her allies.

(2) That, as to applications for license to export tin plate to be used as food containers, preference will be given to those cases in which satisfactory evidence is presented that the food to be packed will be for the use of the nations at war with Germany and her allies.

(3) That no licenses will be granted for the exportation of articles (other than tin plate) containing tin, except on satisfactory evidence that the goods will be used in such a way as to contribute to the military and other vital needs of the nations at war with Germany and her allies. Preference will be given to those cases in which satisfactory evidence is presented that the goods will be used in such a way as to contribute to the production or transportation of foodstuffs for the use of the nations at war with Germany and her allies.

(4) That no licenses for the exportation of tin plate will be granted, except to the manufacturers of the plate, or to others who, either at the time of making application or before shipment out of the country, present satisfactory evidence that they have purchased the plate from a manufacturer on firm order from a purchaser abroad. This rule applies to pending, as well as to future, applications.

SOUTH AFRICA.

REPORT OF TRADE COMMISSIONER.

(Mr. W. J. Egan.)

CAPE TOWN, S.A., September 11, 1917.

SOUTH AFRICAN RAILWAYS' STORES.

Under normal conditions, the average turnover in the Stores Department of the Union Government Railways, is about \$70,000,000.

For years most of the purchases for the Stores Department were made through the office of the Union's High Commissioner in London, England. The declared policy of the General Manager of Railways since the year 1913 is to purchase as much as possible in South Africa, either from the local manufacturers, merchants or overseas firms, who are represented in this country. Canadian manufacturers of railway supplies who are, of course, busy at the moment in war work of some kind, should give some attention to the South African Railways' purchases and prepare to secure a share of this trade, as well as a share of the general imports for industrial railway plants. The best way of securing this trade is by representation on the spot, and it is none too early to get arrangements under way, so that advantage may be taken at the first opportunity instead of wasting months in organization, when others are already in the field.

All of the tables and other figures submitted in this report are taken from the General Manager of Railways annual report for 1916.

The turnover of the Stores Department for 1916 was \$52,000,000, compared with \$59,000,000 in 1915, and \$71,000,000 in 1914.

The value of the total purchases was:—

	1916.	1915.	Increase or Decrease.
Purchased through High Commissioner in			
London..	\$ 6,175,000	\$11,200,000	\$5,025,000
South African purchases...	13,550,000	11,300,000	2,250,000
Total..	<u>\$19,725,000</u>	<u>\$22,500,000</u>	<u>\$2,775,000</u>

While overseas purchases decreased by 45 per cent, there was an increase of 19 per cent in South African purchases. Of the total purchases in 1913, 49 per cent were overseas and 51 per cent in South Africa, whereas in 1916 only 31 per cent of the total purchases were made overseas and 69 per cent in South Africa. The position, has, of course, been influenced in a measure by the difficulty of obtaining many supplies, which must meantime be procured overseas; but the policy is to extend purchases from local stocks and through local merchants as far as possible.

It is true that many of the lines purchased overseas are usually of some standard pattern, finish or quality. The war conditions, however, have necessitated departure from standards with the result that all the substitute lines had a trial working or sampling, and several have proved so satisfactory that they will be in regular demand for the future. As the railway administration and the Stores Department are very favourably disposed towards Canadian goods, it is not too late for Canadian manufacturers to submit to the chief railway storekeeper, Johannesburg, samples and quotations of railway supplies, either for immediate delivery or for delivery immediately after the war.

The following tables showing kinds and amount of goods purchased for 1915 and 1916, will serve to show the value of purchases by the Stores Department, although during the two years reviewed, there was a considerable restriction in buying.

High Commissioner's Purchases.

The receipts from the High Commissioner during the year total £1,264,825, a decrease of £1,025,029, compared with the year 1915. The following statement of the value of stores received from the High Commissioner in 1916, compared with 1915 may be of interest:—

Material.	1916.	1915.
Bridgework..	£ 5,768	£ 25,700
Brake gear..	2,352	1,938
Cement..	53,006	6,453
Catering supplies..	15,613	14,648
Copper..	7,526	2,828
Coke..	700	10,003
Drugs, etc..	1,378	283
Electric gear..	8,319	7,559
Fencing material..	200	898
Iron and steel..	15,977	6,642
Iron (galvanized, etc.)..	26	476
Locomotive, carriage and wagon spares..	113,521	80,628
Machinery..	7,782	14,313
Oils, etc..	6,435	3,753
Permanent way material..	210,110	855,207
Piping, all kinds..	2,016	1,569
Rolling stock..	524,159	928,422
Rope..	4,031	2,673
Stationery and printed forms..	4,923	2,355
Timber..	63	14,472
Telegraph material..	2,550	6,980
Uniform clothing..	28,647	205
Waste, cotton and wool..	344	5,597
Signal material..	218	1,999
Various metals..	18,944	8,930
General..	230,217	285,323
Total..	£1,264,825	£2,289,854

Principal Receipts, 1916.

The statement of principal receipts from all sources during the year 1916, compared with similar details for 1915:—

Material.	1916.	1915.
Brake gear..	£ 20,362	£ 16,601
Bridgework..	7,451	28,737
Cement..	100,273	82,641
Clothing and uniforms..	58,594	20,950
Catering supplies..	56,539	58,308
Coal (steam and smithy)..	570,727	469,507
Copper..	12,888	5,917
Iron and steel..	75,890	41,458
Other metals..	77,999	21,174
Iron (galvanized, corrugated and plain)..	20,021	13,176
Coke..	6,803	14,380
Drugs..	4,779	9,773
Electrical material..	56,507	59,911
Explosives..	4,126	8,932
Fencing material..	14,658	11,960
Forage and provender..	39,554	26,047
Live stock..	12,157	9,004
Machinery..	15,254	27,125
Oils, etc..	96,913	65,277
Provisions and rations..	60,507	63,099
Piping (all kinds)..	19,218	26,383
Rolling stock..	527,889	943,744
Locomotive, carriage and wagon spares..	389,981	342,118
Rope..	18,922	11,175
Stationery and printed forms..	54,239	49,066
Timber and joinery..	172,886	155,788
Telegraph material..	4,765	9,084
Signal material..	1,142	2,431
Varnish..	8,151	7,602
Waste, cotton and wool..	16,172	11,190
Rails and fastenings..	239,237	891,939
Sleepers..	332,331	306,331
General..	946,378	818,072
Total..	£4,043,313	£4,628,900
Ex-High Commissioner..	£1,264,825	£2,289,854
Ex-local purchase..	2,778,488	2,339,046
Total..	£4,043,313	£4,628,900

Increase in Prices.

There has, of course, been a decided increase in the cost of stores and the following table should be of value to Canadian firms, showing the actual cost to the railways of certain stores in the year 1914:—

Material obtained through the High Commissioner.

	1914.			1916.		
	F.O.B.			F.O.B.		
	£	s.	d.	£	s.	d.
Rails, 80-pound.. per ton.	5	11	6	7	17	10
Fishplates.. "	7	11	6	10	2	1
Fishbolts.. "	16	10	0	31	15	0
				to		
Steel plates.. "	6	10	0	32	9	0
				to		
Tin.. "	8	10	0	21	10	0
Copper.. "	133	to £138		163	to £205	
	76	to 84		146	to 150	
	s.	s.		s.	s.	d.
Pig-iron, gartsherrie (hematite).. "	68	to 70		130	to 177	6
Canvas for tarpaulins (50-inch, undressed).. run. yd.	1	11		3	63	
White lead in oil.. per ton.	24	10	0	38	to £45	
		to				
	29	0	0			

Crockery—In September, 1916, increased by 20 per cent and 25 per cent, and in December by an additional 30 per cent and 35 per cent on September price.

Material obtained through Contract.

	1914. Ex. ship.		1914. Ex. ship.
Jarrah sleepers— 6' 6" x 9" x 4½".....	5/1½d. each.	Jarrah sleepers— 6' 6" x 9" x 4½".....	5/6 each.
7' 0" x 10" x 5".....	6/1½d. " C.I.F.	7' 0" x 10" x 5".....	7/6 each. C.I.F.
Jarrah logs and planks.....	3/6d. cu. ft. Ex ship.	Jarrah logs and planks.....	5/5d. cu. ft. Ex ship.
Timber, Oregon pine logs, 12" x 12".....	1/9½d. cu. ft. F.O.R.	Timber, Oregon pine logs, 12" x 12".....	4/3d. cu. ft. F.O.R.
Deals, Baltic, 9" x 3".....	5½d. run. ft.	Deals, Douglas fir or Oregon pine, 9" x 3".....	9½d. run. ft.
Boards, flooring, 6" x ¾".....	1½d. " Ex ship.	Boards, flooring, 6" x ¾".....	2½d. run. ft. Ex ship.
Pitch-pine logs, 16" x 10".....	£5 12/6d. load of 50 cu. ft. F.O.B.	Pitch-pine logs, 16" x 10".....	£10 0/0d. load of 50 cu. ft. Ex ship.
Boiler tubes— 20' 3¼" x 2¼" x 11 SWG.....	£0 7/7 3d. each. Antwerp.	Boiler tubes— 20' 3¼" x 2¼" x 11 SWG.....	£0 14/7d. each.
16' 7¾" x 2" x 11 SWG.....	5/9d. "	16' 7¾" x 2" x 11 SWG.....	£0 9/3d. "
11' 5¼" x 2" x 11 SWG.....	3/10 8d. " Ex ship.	11' 5¼" x 2" x 11 SWG.....	£0 9/1d. " Ex ship.
Rope, coir, 3" cir.....	£2 6/8d. per coil of 120 fathoms.	Rope, coir 3" cir.....	£3 6/6d. per coil of 120 fathoms.
" 6" ".....	£9 4/- per coil of 120 fathoms.	" 6" ".....	£12 7/3d. "
" 12" ".....	£33 14/- per coil of 120 fathoms. Ex ship.	" 12" ".....	£46 0/0d. "
Oil, machine.....	£0 0/10d. imp. gal.	Oil, machine.....	£0 9/58d. imp. gal.
" linseed, raw.....	£0 2/5½d. "	" linseed, raw.....	£0 3/1½d. "
" " boiled.....	£0 2/5½d. "	" " boiled.....	£0 3/2½d. "
" colza.....	£0 2/10½d. "	" colza.....	£0 3/10½d. "
" lard.....	£0 4/3d. "	" lard.....	£0 4/3d. "

Items from the Railway Storekeeper's Report.

The following items taken from the report of the Chief Railway Storekeeper, Mr. R. Getliffe, Johannesburg, will serve to show the efforts in local production and on some lines the possibilities in overseas export to this department. The report reads:—

"The policy which was adopted a few years ago of obtaining supplies through local merchants has proved of the greatest assistance during the present abnormal conditions. The difficulty of obtaining many articles from overseas has resulted in stimulating the efforts of local manufacturers, and this department affords every opportunity to manufacturers to have their productions tested with a view to their adoption to meet the requirements of the Administration."

The following remarks are subjoined in evidence of the attention given to local products:—

"*Timber.*—South African-grown timbers, exotic and indigenous, are being experimentally used in rail-wagon building, and for other railway purposes. For use in road wagons, indigenous timber has, of course, been used for very many years. *Pinus pinaster*, *pinus insignis* and yellow wood are the principal timbers now under test, but attention is being directed to other varieties and their economic use. A seasoning plant is essential to the successful pursuit of the investigation.

"*Leather.*—South African leather is improving in quality, as was evidenced by the samples sent in with the tenders for the 1917 supplies. The detriment due to brands and flaying cuts is still very evident, and deserves consideration.

"Rope.—Rope manufactured from the fourcroya (*Furcraea*) aloe, is now under test and promises well. This rope was made in Natal from fibre grown in that province, and there is evidence that the Transvaal will soon be able to enter this field of enterprise.

"Tin.—About two tons of South African tin have been obtained, and the results indicate that refining in South Africa on a larger scale is warranted so far as the successful use of the tin on the railway is concerned.

"Special Mild Steel.—The Union Steel Corporation (of South Africa) Ltd., Vereeniging, besides supplying mild steel and wrought iron, are now supplying a special mild steel from their smelting furnaces, to take the place of wrought iron.

"Spring Steel ex-Dunswart.—Owing to the shortage of spiral spring steel from oversea, a commencement has been made, with satisfactory results, in rolling down discarded spiral spring steel material at Dunswart.

"Fireclay and Firebricks.—South African fireclay and firebricks have now established themselves in quality and manufacture, and further imports are unnecessary, except in very special cases.

"Talc (French chalk).—Talc (French chalk) powder and sticks, supplied by the Verdite Company, has been put to successful use.

"Rubber Goods, Vacuum Gear.—Certain details, such as rolling rings, neck-rings and diaphragms, have been manufactured from raw rubber in Johannesburg. Some of the items are now in general use, and an extension is anticipated.

"Metal Polish.—Investigations are now in hand with the intention of obtaining a South African metal polish, suitable in quality and price, and there is every indication of a successful issue.

"Coke.—The use of South African coke has been extended and with further improvement in quality the percentage used will increase. Imported coke is only used for very special work. The Mauritius Railways purpose using South African coke, and have placed an order through this department for fifty tons as an experiment.

"Paint (red oxide of iron).—Red oxide of iron paint suitable for railway purposes is being obtained from various parts of South Africa, and its use is quite established at all mechanical workshops.

"Sulphuric Acid.—Brimstone sulphuric acid made in South Africa is now used for accumulator work in connection with the lighting of trains.

"Earthenware Jars.—Earthenware jars for the conveyance of water and of sulphuric acid are being manufactured in the Transvaal and used on the railways."

Uniform Clothing.

During the early part of the year difficulty was experienced in obtaining delivery of uniform clothing from England. The Administration was fortunate, however, in being able to supplement its meagre supplies by purchases in South Africa.

Several well-equipped clothing factories are now in existence in various parts of the Union, and after careful consideration it has been decided to import cloth and invite tenders from South African firms for making the garments.

As soon as war conditions permit, it should be possible to manufacture some of the rougher cloth in South Africa, and eventually the whole of the cloth should be produced by South African mills. Metal buttons of satisfactory quality are manufactured in South Africa.

The Administration's annual requirements of cloth, apart from material for linings, etc., are approximately:—

	Yards.
Cloth for rough wear.	25,000
Blue serge.	18,000
Grey worsted and pin-head.	15,000
Khaki drill, white duck, and dungaree.	66,000
Dark blue melton overcoating.	13,000
Black Mackintosh cloth.	4,000
	141,000

PERMANENT WAY MATERIAL.

The stocks of permanent way material on hand at the commencement of the year were fairly good, having regard to the conditions prevailing.

Tenders were invited in South Africa and the United Kingdom, for the supply of 100 miles of 80-pound B.S.S. rails and fishplates, and a contract was placed with the Algoma Steel Corporation, Ltd., of Canada. Delivery was to have commenced in January, 1917, but the order could not be met in consequence of the heavy demand for steel for munition purposes. Had this material been available, there would have been sufficient stock of this type of rail to meet ordinary maintenance and new works requirements during the year 1917, but it is feared that the shortage occasioned by the unfortunate withdrawal of the supply of new rails under the Algoma contract will result in new works being postponed and maintenance requirements being curtailed. The question of obtaining a supply of heavy rails is engaging attention.

The stocks of 60-pound class I material should be sufficient to meet normal maintenance requirements, but the stock of class II 60-pound material suitable for sidings and branch lines is practically exhausted. The stocks of class III 60-pound material are being carefully examined with a view of picking out any material which could be re-classified as suitable for sidings.

The administration, by utilizing to a greater extent than formerly the available material in the country for manufacture in its own workshops has been able, to some extent to meet the shortage of points and crossings and to fulfil all important requisitions.

SLEEPERS.

The administration has experienced the greatest difficulty in securing freight for the transport of sleepers from Australia and the position would have been serious but for the assistance given by the Admiralty in permitting certain prize ships to be used for this purpose.

It is hoped to obtain increased supplies of sleepers of Madagascar timber, and the first trial shipment has arrived at Durban.

ENGINES AND ROLLING STOCK.

Military exigencies seriously affected the delivery of rolling stock under order. Particulars of engines and rolling stock placed in traffic during the year are supplied by the chief mechanical engineer, and therefore, will not be repeated in this report.

World-wide tenders will shortly be due for the following:—

Twenty class 14 engines, 10 class 15a engines, 8 class M. J. Mallet engines, 200 100,000-pound steel bogie trucks, 250 bogie cattle trucks.

BRITISH WEST INDIES.

REPORT OF TRADE COMMISSIONER.

(Mr. E. H. S. Flood.)

BARBADOS, October 4, 1917.

TRADE OF JAMAICA IN 1916.

The total trade of Jamaica for the year ended December 31, 1916, was £5,388,238, made up of imports £3,107,004, and exports £2,281,234. This was an increase over the previous year of £779,546 in imports, and £52,570 in exports, showing therefore an improvement of £832,116. The figures of the year's trade, though higher than 1915, were somewhat lower than the average of the decade. This was due to a hurricane which destroyed the banana crop and reduced the value of the exports in this item alone by over £1,000,000.

The Revenue and Tariff.

It would appear from the report of the collector of customs that the revenue collected in his department was much greater than was anticipated, and he remarks "that the budget estimate was exceeded by nearly £30,000 in a year that witnessed the destruction of the banana crop at the height of its fruition, is a matter for congratulation, and indicates the great demand that existed for other island products, such as sugar, rum, and dyewood." The increase in the revenue from customs was brought about by the imposition of export duties on some of the staples, and a slight additional duty on certain articles of import. These tariff changes, which are still in force, were duly reported to the Department, and appeared in *Weekly Bulletin* No. 651, page 157.

Increased Imports.

A summary of the imports hereunder, divided into classes, shows a total increase over 1915 of £779,548. This made 1916 a record year in imports, as the figure has never before been reached. The increases took place in food and drink £245,132, raw materials £176,631, and manufactured goods £282,845, and must be taken as due in some measure to augmented values, rather than to increases alone in the quantity of commodities. In forty years the value of the imports has as nearly as possible just doubled, each decade marking further progress.

	1915.	1916.
I. Food, drink and tobacco.. . . .	£ 997,473	£1,242,605
II. Raw material or articles mainly unmanufactured.	141,083	317,714
III. Manufactured wholly or mainly.. . . .	1,188,089	1,470,934
IV. Miscellaneous, unclassified.. . . .	693	751
V. Bullion and coin.. . . .	120	75,000
	£2,327,458	£3,107,004

Imports under Specific and Free List.

Imports under the free and specific schedules of the tariff have, in almost every instance, declined in terms of quantity below the average of the past four years, and in some cases made a very considerable decline. The only items in the list which show increase are alewives increased by 2,187 barrels, lard by 332 pounds, oils, soap, salt, and tea. It is probable that more alewives were imported because they replace the more expensive fish; lard, the better description of butter; and tea, alcoholic beverages. The following table shows the quantity and value of the principal articles imported during 1915 and 1916 under specific rates of duty:—

	1915.		1916.		Duty.
	Quantity.	Value.	Quantity.	Value.	
		£		£	
Ale and beer galls.	230,218	43,166	240,532	50,110	9d. per gallon.
Bacon lbs.	79,863	3,994	46,223	2,503	2d. per lb.
Beef, W.S. brls.	2,223	10,150	1,742	9,278	15/- per brl., 200 lbs.
Bread and biscuits lbs.	1,462,425	12,187	1,228,911	15,361	1d. per lb.
Butter and substitutes "	841,093	36,828	844,549	41,317	2d. per lb.
Candles, composition "	29,969	779	24,357	913	2d. per lb.
Cheese "	173,067	7,211	175,761	8,788	2d. per lb.
Coal tons.	37,244	61,445	45,763	93,424	Free.
Corn bush.	156,640	35,243	148,140	35,183	4d. per bushel.
Fish, dried, salted lbs.	8,139,864	124,132	7,397,475	127,757	3/6 per 100 lbs.
" alewives brls.	14,634	16,097	12,370	16,544	4/- per brl., 200 lbs.
" herrings "	48,573	52,216	41,554	54,020	4/- " 200 "
" mackerel "	6,822	15,265	2,332	7,493	4/- " 200 "
" salmon "	384	1,103	244	831	10/6 " 200 "
Flour "	222,155	277,693	259,585	392,623	8/- " 196 "
Hams lbs.	165,749	8,287	161,304	8,737	2d. per lb.
Lard "	250,125	5,210	333,485	9,727	1d. per lb.
Matches gross.	63,667	5,256	38,308	2,795	1/9 per gross.
Meal brls.	41,552	44,319	48,128	48,128	2/- per brl., 196 lbs.
Milk, condensed cases.	48,950	50,193	45,886	48,003	1d. per lb.
Oats bush.	44,145	8,829	47,297	10,641	4d. per bush.
Oils, gasoline galls.	204,610	13,641	300,309	27,528	4d. per gallon.
" petroleum "	1,233,510	25,638	1,176,498	48,960	4d. "
Peas and beans bush.	8,426	7,113	7,734	8,024	1/- per bush.
Pork, W.S. brls.	4,720	19,822	5,066	26,727	15/- per brl., 200 lbs.
Rice lbs.	14,619,055	105,988	10,302,762	97,876	3/- per 100 lbs.
Salt "	10,461,202	15,691	13,295,236	26,590	1/- per 100 lbs.
Soap "	5,341,313	56,974	5,426,251	65,793	2/6 per 100 lbs.
Spirits, brandy galls.	1,847	925	2,020	1,742	16/- per proof gallon.
" compounds "	1,564	2,354	1,792	3,158	16/- " "
" gin "	2,983	745	2,932	1,136	16/- " "
" whisky "	23,392	8,184	25,325	14,251	16/- " "
Sugar, refined lbs.	693,846	7,112	482,622	5,912	2/- per 100 lbs.
Tea "	65,052	4,063	103,311	8,619	1/- per lb.
Tobacco, leaf "	26,218	6,226	30,583	8,327	1/- " "
" manufactured "	15,838	792	11,363	984	2/- " "
" cigarettes "	64,911	8,114	51,777	7,902	1/6 " "
Wines galls.	25,085	6,856	35,742	13,329	3/6 to 5/- per gallon.
Wood, white pine feet.	589,308	4,423	843,161	6,745	9/- (rough) and 14/- (prepared) per 1,000 feet.
" pitch pine "	4,432,957	21,031	6,272,185	47,033	" "
" shingles No.	418,660	1,046	689,000	1,894	6/- per 1,000. "

Imports Paying Ad Valorem Duty.

Under specific duty it is possible to compare quantities from year to year, but under ad valorem value alone is given. Under this latter rate of duty, the imports were all in favour of last year, and in almost every item there appears an increase.

In some cases there may be increases in quantity as well as value, as in the case of motor-cars, but for the most part the larger figures are the result of higher prices. The following table will give the principal items coming in under ad valorem:—

Article.	1915.	1916.
Apparel and slops.. . . .	£54,279	£87,781
Boots and shoes.. . . .	77,262	98,725
Bicycles and parts.. . . .	2,993	2,821
Carriages and parts.. . . .	3,166	8,432
Motor cars and parts.. . . .	42,694	74,844
Chemicals.. . . .	1,530	12,374
Cordage and twine.. . . .	8,941	15,671
China and earthenware.. . . .	4,954	7,112
Cotton hosiery.. . . .	11,250	18,267
Piece-goods.. . . .	310,952	324,730
Cotton, other manufactures and threads.. . . .	24,380	49,200
Hardware.. . . .	31,478	48,302
Cutlery.. . . .	2,190	2,781
Confectionery (including pickles, vinegars, sauces).. . . .	17,877	19,767
Fish, canned.. . . .	8,719	18,109
Glass and glassware.. . . .	7,024	11,836
Grain and farinaceous preparations.. . . .	5,727	5,515
Haberdashery and millinery.. . . .	30,701	53,334
Hats of felt.. . . .	3,190	6,363
Hats of straw.. . . .	9,245	12,677
Hats, other.. . . .	2,318	2,880
Jams, jellies and preserved fruit.. . . .	5,044	5,892
Leather, undressed.. . . .	409	32
“ dressed.. . . .	5,937	7,362
“ manufactures (other than boots and shoes).. . . .	2,088	4,187
Machinery, not steam, not agricultural.. . . .	3,971	6,923
Medicines and drugs.. . . .	30,910	40,080
Iron and steel manufactures.. . . .	42,050	7,244
Nails, screws and rivets.. . . .	5,558	10,713
Tin manufactures.. . . .	5,487	8,320
Musical instruments.. . . .	4,959	4,743
Painters' colours and materials.. . . .	8,740	12,840

Imports from Canada.

It is probable that considerable quantities of Canadian goods find their way to Jamaica through United States ports, and appear to the credit of that country in the customs returns. As no tariff preference exists in favour of Canadian goods, less care would be necessary in the statistics in regard to the country of origin, and the country of consignment is taken no doubt in nearly every instance. It is probable that nearly all the Canadian goods that reach Jamaica and are credited as Canadian come direct either by the Canadian subsidized line or by sailing vessel. The imports from Canada have been gradually increasing and stood at £232,709 last year, an increase of £22,654 over the previous year, the highest value yet shown. The total imports, however, are increasing more rapidly than the increase from Canada, so that in fact there is a relative decline. The increase which took place last year was in food and drink. Raw materials declined below the average of the preceding two years, and manufactured goods made a small advance over this average. The value of the fish imported from Canada was £179,105, which was about the same as in 1915, but the quantity was less in every instance, except in the case of mackerel and salmon. There was more Canadian flour imported, the quantity rising from 4,000 bags to about 13,000. There was some small increase also in ale and wine and whisky, cordage and twine, oats, agricultural implements, drugs and medicines, paints, oils, and lumber. Canadian musical instruments appear among the imports for the first time. Agricultural implements and tools, which heretofore have not been imported from Canada, are down for a value of £814, and in the list of metals including iron and steel manufactures, bars, tubes, galvanized roofing, nails, screws, and rivets, and electrical apparatus; there was also a small amount imported, nearly all of which formerly came from the United Kingdom. In butter there was an increase in the value of the import, though a decline in the quantity. There were less Canadian

potatoes imported, less stationery and writing paper, and less hay. There was also some falling-off in cheese, and slight declines in brooms and brushes, carriages, and apparel.

Principal Articles Imported from Canada.

Article.	Quantity.	Value.
Aerated waters.. . . .	Value.	£ 104
Animals, living.. . . .	No. 2	60
Ale, beer, etc..	Galls. 2,206	460
Apparel and slops.. . . .	Value.	411
Bags and sacks.. . . .	"	212
Bags, trunks, etc.. . . .	"	485
Books, printed.. . . .	"	308
Brooms and brushes.. . .	"	91
Bread and biscuit.. . . .	Lbs. 3,023	37
Butter.. . . .	" 66,078	5,781
Motor car parts.. . . .	Value.	47
Carriages.. . . .	"	49
" parts.. . . .	"	43
Cattle food.. . . .	"	114
Chemicals.. . . .	"	97
Cordage and twine.. . . .	"	1,231
Confectionery.. . . .	"	92
Cheese.. . . .	Lbs. 3,261	163
Electrical apparatus.. . .	Value.	101
Fish, canned.. . . .	"	1,665
" dried and salted.. . . .	Lbs. 6,353,137	108,003
" alewives.. . . .	Brls. 11,096	14,814
" herring.. . . .	" 35,830	46,579
" herring, smoked.. . . .	Lbs. 65,586	820
" mackerel.. . . .	Brls. 1,985	6,377
" salmon.. . . .	" 956	757
Flour.. . . .	Bags. 13,834	22,301
Grain and farinaceous preparations.. . .	Value.	42
Hardware.. . . .	"	450
Hay and chaff.. . . .	"	347
Hams.. . . .	Lbs. 727	39
Leather, dressed.. . . .	Value.	688
Machinery, agricultural.. . .	"	252
" not agricultural.. . . .	"	150
Meat, canned.. . . .	"	67
Medicine and drugs.. . . .	"	2,110
Metals—		
Agricultural implements and tools.. . .	"	814
Iron and steel manufactures.. . . .	"	57
Iron bars.. . . .	"	31
Tubes and pipes.. . . .	"	1,252
Galvanized roofing.. . . .	"	74
Apparatus for gas.. . . .	"	228
Iron and steel wire for fencing.. . . .	"	618
Nails, screws and rivets.. . . .	"	822
Tin manufactures.. . . .	"	289
Zinc manufactures.. . . .	"	139
Musical instruments.. . . .	"	269
Oils, unenumerated.. . . .	Gals. 2,141	401
Oats.. . . .	Bush. 23,671	5,325
Paints, colours and materials.. . . .	"	1,087
Paper, writing.. . . .	"	150
" printing.. . . .	"	118
" unenumerated.. . . .	"	400
Perfumery.. . . .	"	48
Potatoes.. . . .	Brls. 2,481	2,295
Stationery, other than paper.. . . .	Value.	374
Spirits (whisky).. . . .	"	366
Wood—		
Furniture.. . . .	"	74
Hoops and shooks.. . . .	"	130
White pine and spruce.. . . .	Feet. 82,037	657
Wines, including medicated.. . . .	Value.	817

Imports from the United States.

Attention has been called each year by your Commissioner in his reports on the trade of Jamaica to the steadily increasing imports from the United States. Last year these were 53 per cent of the total, and stood at £1,783,058, exceeding the preceding year by £525,273. In ten years the imports from the United States have about

doubled, and mostly at the expense of the United Kingdom, though in the last three years the speeding up has been much influenced by the conditions of war. Over 1915 there were approximately £215,000 more in foodstuffs imported, and £300,000 more in manufactured goods and raw materials. Among the items in manufactured goods which showed large increases were wearing apparel, which rose from £28,000 to over £45,000, and boots and shoes from £59,000 to £82,000. There was also some considerable increase in glass and glassware, cotton hosiery, chemicals, hardware, machinery, including agricultural implements and tools. More nails, screws, and rivets, drugs and medicines, printing paper, pitch-pine, hoops and shooks, and manufactures of wood came in from the United States. In foodstuffs there was a falling off in quantity in butter and butter substitutes, but an increase in the value of these products amounting to about £4,000. There were increases also in the value of oils of various kinds, pork, wet and salted, and refined sugar. There was also a considerable increase in the value of cheese, and a large increase in the quantity and value of flour.

Imports from the United Kingdom.

The United Kingdom supplied goods last year to the value of £1,008,702, compared with £772,419 in 1915. Ten years ago the percentage of the United Kingdom's imports was over 50, but has now fallen to 32 per cent. The increase last year over 1915 was to a large extent due to higher prices, and in foodstuffs this amounted to about £24,000, and in manufactured goods and raw materials to £150,000. The following table will show the principal articles imported from the United States and the United Kingdom last year:—

Article.	United States.	United Kingdom.
	£	£
Aerated waters.. . . .	249	359
Animals, living.. . . .	15	223
Arms, ammunition, etc..	2,393	1,406
Ale, beer, etc..	18,143	30,743
Apparel and slops.. . . .	45,799	40,991
Bags and sacks.. . . .	10,008	35,092
Bags, trunks, etc..	943	1,088
Baking powder.. . . .	363	42
Bees, beehives, etc..	439	—
Blacking and polishes.. . . .	1,139	3,407
Blue.. . . .	613	1,848
Books, not printed.. . . .	112	250
Books, printed.. . . .	1,333	8,183
Boots and shoes.. . . .	82,328	16,306
Bricks and tiles.. . . .	215	664
Brooms and brushes.. . . .	827	1,447
Buckets and tubs of metal.. . . .	150	533
Bacon.. . . .	2,229	263
Beef, wet, salted.. . . .	9,277	—
Bread and biscuit.. . . .	15,309	2
Butter.. . . .	10,731	3,056
Butter substitutes.. . . .	9,415	4,683
Caoutchouc and gutta-percha manufactures.. . . .	2,912	670
Carriages, carts, etc.—		
Bicycles and parts.. . . .	296	2,501
Motor cars.. . . .	41,285	—
" car parts.. . . .	32,143	918
" cycles.. . . .	831	—
" cycle parts.. . . .	265	23
Carriages, wagons, etc.. . . .	2,735	945
" parts.. . . .	4,397	253
Cattle food.. . . .	1,736	57
Chemicals.. . . .	7,312	4,966
Cordage and twine.. . . .	6,369	6,196
Clocks.. . . .	587	29
Cocoa, prepared.. . . .	353	2,011
Cork manufactures.. . . .	1,101	1,048
Cotton hosiery.. . . .	16,837	1,423
" piece-goods.. . . .	168,748	155,839
" ribbons.. . . .	1,805	4,236
" other manufactures.. . . .	5,173	44,002
Cutlery.. . . .	1,194	1,587
Confectionery.. . . .	5,140	11,182

Imports from the United Kingdom.—Continued.

Article.	United States.	United Kingdom.
Coal.. . . .	93,104	209
Candles.. . . .	640	579
Cards, playing.. . . .	276	57
Cement.. . . .	25,300	—
Cheese.. . . .	7,925	695
Corn.. . . .	35,183	—
Cornstarch.. . . .	856	461
Electrical apparatus.. . . .	5,363	568
Fish, canned.. . . .	13,769	2,674
“ dried and salted.. . . .	7,485	—
“ alewives.. . . .	1,373	—
“ herring.. . . .	2,865	—
“ herring, smoked.. . . .	364	—
“ mackerel.. . . .	1,083	—
“ salmon.. . . .	68	—
Flour.. . . .	370,312	1,297
Fruit and nuts.. . . .	5,673	1,809
Glass and glassware.. . . .	9,995	434
Glass bottles.. . . .	663	1,930
Grain and farinaceous preparations.. . . .	3,543	423
Grease.. . . .	1,934	41,519
Haberdashery and millinery.. . . .	11,727	19,034
Hardware.. . . .	28,674	20,588
Hats and bonnets.. . . .	1,259	2,071
Hemp and manufactures thereof.. . . .	476	534
Hops.. . . .	402	1,916
Hams.. . . .	6,712	498
Instruments, surgical, scientific.. . . .	578	3,069
Jams, jellies, and preserved fruit.. . . .	2,707	620
Jewellery.. . . .	345	2,785
Leather.. . . .	3,939	1,703
Leather manufactures, not boots nor shoes.. . . .	2,468	1,626
Linen manufactures.. . . .	1,632	—
Lard.. . . .	9,727	27,590
Machinery, agricultural.. . . .	19,302	1,223
“ not agricultural.. . . .	8,195	—
“ locomotives.. . . .	10,821	846
“ belting.. . . .	577	31
“ printing presses and accessories.. . . .	498	581
“ pumps.. . . .	462	679
“ rail and tramway.. . . .	9,284	142
“ sewing machines.. . . .	3,726	4,461
Manure, chemical.. . . .	2,972	377
Meats, canned.. . . .	1,859	16,165
Medicine and drugs.. . . .	23,645	—
Metals—	713	495
Brass manufacture.. . . .	7,922	1,045
Artisans' tools.. . . .	5,121	5,922
Implements and tools, agriculture.. . . .	2,655	1,667
Copper manufactures.. . . .	150	—
Iron, pig.. . . .	4,962	1,916
“ and steel manufactures.. . . .	1,580	803
“ bar.. . . .	1,731	492
Tubes and pipes.. . . .	12,050	658
Galvanized roofing.. . . .	860	578
Apparatus for gas.. . . .	7,379	55
Iron and steel wire for fencing.. . . .	1,083	1,298
Wire netting.. . . .	2,650	261
Steel bars.. . . .	946	89
Fencing nails and staples.. . . .	—	—
Metals—	8,568	932
Nails, screws and rivets.. . . .	552	237
Lead and manufactures of.. . . .	6,497	1,860
Tin and manufactures of.. . . .	194	47
Zinc manufactures.. . . .	3,806	620
Musical instruments.. . . .	47,711	—
Meal, not oatmeal.. . . .	6,416	27,619
Milk, condensed.. . . .	10,416	—
Meat, salted or cured.. . . .	993	1,350
Matches.. . . .	—	—
Oil for food—	14,045	—
Cotton seed.. . . .	22,856	—
Corn.. . . .	2,277	169
Others.. . . .	—	—

Imports from the United Kingdom.—Concluded.

Article.	United States.	United Kingdom.
Oils, other than for food—		
Petroleum..	48,842	37
Naphtha and gasoline..	27,460	—
Essential..	257	6
Others..	4,646	5,667
Oats..	5,314	—
Oatmeal..	170	247
Oilcloth and linoleums..	875	79
Paints, colours and materials..	5,069	6,035
Painters' colours..	464	169
Paper, writing..	2,587	4,902
" printing..	11,764	2,013
" unenumerated..	11,545	8,552
Perfumery..	10,715	4,364
Photographic apparatus, etc..	1,236	175
Pickles..	110	314
Plate and platedware..	360	3,166
Pans for boiling sugar..	142	340
Provisions, unenumerated..	2,930	3,009
Peas and beans..	3,365	4,620
Pork, wet, salted..	26,722	5
Potatoes..	5,083	39
Rice..	816	96,934
Salt..	420	11,553
Saddlery and harness..	2,625	3,223
Sauces, etc..	494	1,623
Ships and boats..	150	332
Silk manufactures..	2,075	4,755
Silks, satins, broadstuffs..	70	2,614
Soap, fancy..	3,736	4,084
Spice..	2,434	2,321
Stationery, other than paper..	4,586	7,782
Slates and pencils..	1,175	17
Grinding stones..	37	432
Sugar, refined..	5,880	29
Soap, common..	3,908	61,885
Spirits, including brandy, whisky, etc..	321	15,111
Spirituous compounds..	667	2,173
Still and parts..	768	1,231
Toys and games..	1,480	1,619
Tobacco, manufactured..	1,390	7,506
" unmanufactured..	7,867	453
Tongues, smoked..	564	—
Telegraph and telephone apparatus..	953	—
Temper lime..	9	467
Umbrellas and parasols..	39	518
Vinegar..	311	461
Vegetables, fresh..	2,980	162
" canned..	926	228
Watches and parts..	943	223
Wax..	142	255
Wood, manufactured..	4,566	660
" furniture..	4,077	1,020
" hoops and shooks..	63,227	9,184
" pitch pine..	46,284	—
" white pine and spruce..	6,088	—
" shingles, cypress..	1,894	—
Wool, manufactures of..	920	26,759
Wines, including medicated..	1,593	8,913

Suggestions for Canadian Trade.

It would appear from the returns as shown in this report that Canadian firms have not sufficiently pushed their business in Jamaica. There is a large field offered for many commodities which Canada can well supply. The quantity of flour used each year averages about 270,000 bags, and sometimes rises to 300,000. Last year the quantity imported was 260,000 bags, of which the United States supplied 245,000—practically the whole demand. In condensed milk the value of the import has stood around £50,000 in value, most of which last year was credited to the United

Kingdom and Norway, and a small quantity to the United States. From the statistics, Canada does not appear to have supplied any of this milk. It was pointed out last year in a report on Jamaica that there was an opening for Canadian matches, and a description of the kind of match used, the package containing the matches, and the customs duty given in detail. The value of this import stands steadily at about 38,000 gross per year, at a value last year of £3,795. No matches come from Canada. In boots and shoes the total import valued nearly £100,000 last year, of which £82,000 came from the United States, and £15,000 from Great Britain. Imports of bags and sacks, made of hemp or jute for exporting the island's produce, amounted in value last year to about £45,000. Of this the United States supplied £10,000, and as the conditions on which we manufacture in Canada are not unlike those in the United States, there is no reason why we should not compete for part of this trade. The imports of bread and biscuit, which were valued at some £15,000, were entirely supplied by the United States; and of butter, the demand for which amounted to over £25,000, the quantity supplied by Canada was only a little over £5,000. In cordage and twine, nails, agricultural implements, various lines of hardware, paints and colours, there is an opening that should be an inducement to our manufacturers to compete for a greater share of the trade. There was imported last year of agricultural implements about £46,000; and of paper, writing, printing and other kinds, the imports amounted to nearly £50,000.

The Exports.

The value of the exports were £2,821,234, against £2,228,664 for 1915, showing an improvement of £592,570, and this notwithstanding an almost complete destruction of the banana crop by a hurricane which passed over the island during the year. The loss entailed from this cause amounted to over one million pounds sterling, nevertheless the returns at the end of the year were above the average, and only exceeded twice in the decade. The following comparative table should be of interest, as it shows the growth of the export trade in the last forty years:—

1876..	£1,517,015
1886..	1,280,118
1896..	1,873,105
1906..	1,843,180
1916..	2,821,234

Direction of the Exports.

In the forty years embraced in the figures given above, it will be seen that the exports have increased 86 per cent. and had there been no destruction of the banana crop, the year 1916 would have had to its credit by far the highest export figure. The table given hereunder will show the trend of the trade during these years, the main feature of which is the gradual transfer of the exports from the United Kingdom to the United States. In the last two years, however, this tendency has been somewhat checked, as a much larger quantity of sugar than usual was taken by the United Kingdom, and the United States market was short of the island's bananas, due to the failure in the crop. Canada is taking apparently each year more of the produce of the colony; in 1876 she took only 2 per cent. and this rose last year to nearly 14 per cent.

	1876.	1886.	1896.	1906.	1916.
United Kingdom..	£1,227,848	£ 509,428	£ 517,504	£ 356,802	£1,225,721
United States..	152,253	563,162	1,067,185	1,057,965	920,705
Canada..	3,547	44,746	30,717	111,706	336,965
Other countries..	133,367	162,782	257,699	316,707	287,842

Staple and Minor Products.

Among the staples a noticeable improvement is taking place in the export of cane products. In 1914 the value of the export of sugar and rum stood at 10.6 per cent of the total, and last year had risen to 30.8 per cent. There was an increase also

during these years in the value of dyewood from 4.5 per cent to 14.7 per cent. Fruit fell off from 54 per cent in 1914 to 9.3 per cent. The minor products, taken together, were 6.9 per cent in 1914, and now show an increase to 11.6 per cent. This improvement in the value of minor products was brought about, to quote from the Customs Report, "by reason of the great activity in the demand for hides and skins, annatto, horses and mules, lime-juice, cigars, and, among the newer items, copra and essential oil. The output of copra for the year was 1,162,231 pounds, valued at £12,040, and essential oil 2,424 packages, valued at £29,043. Apart from these the only other new features calling for mention were the temporary demand for breeding cattle for Cuba, 486 head, valued at £6,528, having been exported, the export of leather adding £6,883 to export values, and tanning material £7,806." The following statement will show the quantity and value of the staple and some of the minor products last year:—

Quantity and Value of Articles Exported in 1916.

Article.	Quantity.	Value.
Annatto..	Lbs. 994,490	£ 25,898
Beeswax..	" 51,056	2,978
Cocoa..	Cwt. 64,360	167,337
Cocoanuts..	No. 27,180,650	179,392
Coffee..	Cwt. 65,959	145,110
Diyl divi..	Lbs. 256,124	1,368
Fruit, bananas..	Stems. 3,449,565	222,497
" grapefruit..	Pkgs. 34,837	11,795
" oranges..	No. 13,850,650	16,489
Ginger..	Cwt. 17,031	53,313
Hides..	Lbs. 785,610	38,418
Honey..	Galls. 145,676	26,100
Horses and mules..	No. 255	5,131
Lime-juice..	Galls. 91,472	9,147
Logwood extract..	Pkgs. 28,477	396,128
Pimento..	Cwt. 63,772	43,809
Rum..	Galls. 1,797,913	352,091
Sugar..	Cwt. 566,620	502,875
Skins, goat..	Lbs. 190,144	25,352
Tobacco, cigars..	" 106,010	48,580
" cigarettes..	" 9,180	894
" leaf..	" 45,288	2,358
Tortoise shell..	" 1,449	555
Wood, bitter..	Tons. 1,228	2,241
" fustic..	" 1,381	3,453
" logwood..	" 75,052	409,555
Yams..	Cwt. 5,480	2,332

Fruit and other Items.

Fruit, which has become the mainstay of the island, was an almost complete failure last year. Bananas, that give an average yield of over twelve million stems, fell last year to about three and a half millions. Grapefruit, of which the export in some years has been over 81,000 packages, was only 35,000 packages, and oranges under one-half the recent average. Cocoanuts, however, showed up to advantage, and exceeded the highest previous export value. Tobacco, cocoa, hides, and honey showed increases. Apart from fruit, the only items showing appreciable falling off were coffee and pimento. The direction of the export trade in fruit and other staples will be seen in the following table:—

	United Kingdom.	United States.	Canada.	Other Countries.
Coffee..	£ 26,577	£ 63,258	£ 37,461	£ 17,814
Cocoa..	97,119	53,854	14,459	1,905
Cocoanuts..	23,401	139,314	16,675	—
Dyewoods..	76,120	251,421	.....	80,000
Fruit..	24,356	216,049	10,010	1,767
Logwood extract..	300,783	18,418	.....	76,927
Pimento..	30,360	10,430	2,246	772
Rum..	337,273	2,759	3,068	8,451
Sugar..	219,321	1,669	267,866	14,019

NEW ZEALAND.

REPORT OF TRADE COMMISSIONER.

(Mr. W. A. Beddoe.)

AUCKLAND, N.Z., October 8, 1917.

TRADE CONDITIONS.

The Money Market.

A year ago the New Zealand Government applied for a loan of eight millions sterling, and nine and a quarter millions were subscribed in ten days. Last month twelve millions sterling were asked for, and when the result was announced over sixteen millions had been subscribed in as many days. This is valuable testimony to the wealth and patriotism of this small Dominion. .

Export Season Approaching.

The export season is just beginning and present prospects are favourable to production being well maintained. The sheep returns show a record total of 25,270,386, and the cattle also show an increase.

Principal Imports into New Zealand.

The following list of articles imported into New Zealand from all countries during the eight months ended August 31, 1917, and the value of same, together with the figures for the corresponding months of 1916, give an idea of the character and quantity of certain articles consumed in this country:—

	Eight Months.	
	1917.	1916.
Soft Goods—		
Apparel..	£ 666,734	£ 745,551
Boots and shoes..	261,491	229,223
Carpet and oilcloth..	112,182	149,491
Drapery, n.o.e..	130,306	183,369
Hats and caps..	94,861	75,946
Hosiery..	144,140	231,933
Millinery..	59,749	65,901
Canvas piece-goods..	65,284	59,019
Cotton piece-goods..	862,400	1,012,889
Linen piece-goods..	12,038	26,305
Silk piece-goods..	178,313	192,120
Woollen piece-goods..	417,669	515,224
Hardware—		
Cement..	452	645
Hardware..	192,822	237,142
Iron—		
Bar, bolt, rod..	76,095	175,133
Corrugated sheet..	27,886	175,286
Fencing wire..	38,571	89,125
Barbed wire..	17,266	16,033
Pig and scrap..	47,203	23,438
Pipes and fittings..	88,933	167,675
Lead..	21,884	26,404
Machinery—		
Dairy..	52,316	50,355
Agricultural..	88,614	75,338
Electric..	400,848	310,228
Engines, gas, etc..	43,021	42,322
Mining..	10,594	11,718
Sewing..	38,785	37,829
Nails..	34,278	63,327
Railway and tramway plant..	28,003	71,865
Tin, sheet and block..	124,895	129,386
Tools..	83,927	80,593
Foodstuffs—		
Confectionery..	33,974	126,393
Fish, preserved..	66,560	45,101
Fruit—		
Dried..	120,604	137,708
Fresh..	98,650	83,883
Flour..	105,557	36,970
Grain, unprepared..	247,788	89,355

Principal Imports into New Zealand—Continued.

	Eight Months.	
	1917	1916.
Fruit—Con.		
Jams, jellies, etc.	7,882	7,969
Milk, preserved.	13,239	6,721
Onions.	15,357	8,446
Pickles and sauces.	4,311	8,877
Rice.	46,895	48,677
Salt.	30,524	55,036
Sugar.	522,589	436,061
Beverages—		
Ale and stout.	15,036	31,499
Spirits, whisky.	231,460	290,920
“ other.	40,728	126,385
Wine.	40,594	58,282
Cocoa, coffee, etc.	23,990	68,703
Tea.	298,162	274,293
Miscellaneous—		
Bicycles (including motor).	60,435	94,252
Books, papers, music.	137,502	143,057
Candles.	6,895	21,197
Carbide of calcium.	10,067	20,581
Coal.	196,155	141,668
Cordage and twine.	71,836	69,177
Cornsacks, woolpacks.	177,907	173,766
China and earthenware.	74,136	92,323
Glass and glassware.	92,059	130,248
Furniture.	17,690	28,811
Greases.	5,895	7,353
India-rubber goods.	28,849	33,596
Leather.	179,952	133,740
“ manufactures.	52,659	54,121
Manures.	210,610	258,770
Matches and vestas.	36,463	24,572
Motor vehicles.	430,196	593,519
Oils—		
Benzine, etc.	429,615	349,533
Kerosene.	70,954	120,069
Castor.	11,239	15,078
Linseed.	21,805	46,177
Turpentine.	10,692	17,025
Other.	76,284	91,992
Paints, colours and varnish.	118,973	142,401
Paper—		
Printing.	151,597	188,228
Other.	95,626	95,341
Pianos.	47,133	57,549
Seeds, grass and clover.	151,739	104,894
Stationery.	82,926	89,548
Tobacco.	190,655	249,723
Cigarettes.	91,313	183,996
Cigars and snuff.	14,391	15,430
Timber, hewn and sawn.	113,301	89,187
Specie.	176,635	1,044,810
Total.	£13,833,535	£16,829,216

The following is a comparison of the aggregates of the different divisions of imports for the eight months of 1917 and 1916:—

	Eight Months.	
	1917.	1916.
Soft Goods—		
Soft goods.	£ 3,005,167	£ 3,486,971
Hardware.	1,416,393	1,783,842
Foodstuffs.	1,313,930	1,091,204
Beverages.	649,970	850,082
Miscellaneous.	3,467,549	3,876,927
Other goods.	3,803,891	4,695,380
Specie.	176,635	1,044,810
Total.	£13,833,535	£16,829,216

The total apart from specie shows a decrease of £2,127,506, or 13½ per cent. The foodstuffs section is the only one showing increase (owing to heavy importations of grain, flour and sugar). There are several individual instances of very heavy decreases, while some lines show substantial increase.

RUSSIA IN EUROPE.

REPORT OF TRADE COMMISSIONER.

(Mr. C. F. Just.)

PETROGRAD, September 30, 1917.

RUSSIAN ASBESTOS INDUSTRY.

As a producer of the world's supply of asbestos, Russia ranks next to Canada. The total production, however, of the Russian mines, at its highest mark, in 1913, was probably less than one-eighth of the output reached by Canada in that year. As the consumption of asbestos is likely to increase very much after the war the urgency for the development of the asbestos industry is being strongly pressed in conjunction with the general policy of opening up Russia's mineral resources as one of the most necessary steps called for in connection with the economic revival of the country.

The chief centres of the asbestos mining industry in Russia lie on the eastern slope of the Urals, in the Governments of Perm and Ekaterinburg. The present production comes almost exclusively from that region. Rich deposits have been proved and partially worked in Siberia, in the Government of Irkutsk and the Yeneisei, but access to the localities is difficult at present.

Production.

An interesting survey of the position of the Russian asbestos industry appeared in the current issue of the official *Foreign Trade Bulletin* of the Department of Trade and Commerce, Petrograd, from which the following facts have been taken. The production of asbestos in Russia for the ten-year period, 1905-14 is given as under:—

Year.	*Poods.
1905..	443,619
1906..	561,733
1907..	578,780
1908..	727,179
1909..	918,433
1910..	745,818
1911..	964,937
1912..	1,042,179
1913..	1,067,975
1914..	957,929

It is to be noted that of the total production of asbestos in 1913 no less than 1,066,742 poods came from the Ural mines, the output from the same region in 1914 having been 956,415 poods. The official returns for 1915 and 1916 are not yet available, but the estimated production is given at 597,000 poods, and 500,000 poods, respectively.

Exports.

It is claimed that the quality of Russian asbestos is very high and equal to the best produced elsewhere; that for certain purposes, such as for covering of steam boilers, it is unsurpassed, as it does not waste. The exports from Russia during the last six years have been:—

	Quantity in *poods.	Value in †roubles.
1911..	746,000	1,506,000
1912..	860,614	1,774,847
1913..	756,957	1,725,033
1914..	475,000	1,130,000
1915..	55,232	249,639
1916..	172,000	1,653,000

*Pood=36·112 pounds.

†Rouble = '515 cents in normal.

The distribution of these exports by countries of destination in the last two normal years was as follows:—

	In poods.	
	1912.	1913.
General export..	860,614	756,957
Of which went—		
To France..	23,240	20,478
“ Germany..	169,927	156,976
“ Austria-Hungary..	432,738	293,759
“ Great Britain..	98,265	98,797
“ Holland..	66,723	91,202
“ Belgium..	62,070	75,302

It appears then that Great Britain took 81.4 per cent of Russia's export of asbestos in 1916.

As in other articles, the rise in value of asbestos has been enormous. The average value of the crude article in 1917 was roubles 2.30 per pood (36 pounds), and in 1916 roubles 9.60. These high prices and the prospect of greatly increased demand was regarded as an all-important incentive for the development of the industry in the interests of the balance of trade.

Russia's asbestos manufacturing interests (there are fourteen factories manufacturing asbestos) are urged to place on the market instead of raw material a greater proportion of finished goods of standard types, thus following the example of Germany, Austria, and notably Belgium, the last-mentioned country having developed a most valuable trade with France in this respect. France is regarded as a specially promising market, importing annually 7,000 tons of crude asbestos, most of which could be supplied by Russia when the proposed direct steamship connection between France and Russian Baltic ports is established. Japan is another market of promise for Russia, which previously imported asbestos through German agency houses; the consumption of asbestos in Japan is stated to have expanded greatly during the war.

NEW ZEALAND MUNICIPALITY WANTS DATA ON ELECTRIC-LIGHT PLANT.

(*Consul General Alfred A. Winslow, Auckland, New Zealand, United States Commerce Reports.*)

The town clerk of Dannevirke, New Zealand, has made application on behalf of the members of the borough council, for full particulars, with estimates, of the most suitable schemes for providing an electric-lighting plant capable of supplying a place of about 6,000 inhabitants. This offers an opening for American electrical machinery and supplies—lines that in the past have been coming largely from Europe. Communications should be addressed to “The Town Clerk, Dannevirke, New Zealand.”

DECLARATION FORMS FOR EXPORT TO AUSTRALIA.

Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, has sent the following approved forms of declaration for invoices for goods exported to Australia:—

COMMONWEALTH OF AUSTRALIA.
DEPARTMENT OF TRADE AND CUSTOMS,

MELBOURNE, July 10, 1917.

The following is the approved form of declaration to be printed or stamped on invoices for goods exported to Australia and duly signed and completed by a principal officer of the manufacturer or supplier.

STEPHEN MILLS,
Comptroller-General.

I, ... (Manager, Chief Clerk, or as the case may be) of (name of firm or company) of (name of city and country) the manufacturer or supplier of the goods enumerated on this invoice, amounting to, have the means of knowing and do hereby declare—

1. That the said invoice is in all respects correct and true.

2. That the said invoice contains a true and full statement showing the price actually paid or to be paid for the said goods, the actual quantity thereof, and all charges thereon.

3. *That the said invoice also exhibits in a separate column the actual price at the date of this declaration of equal quantities of identically similar goods to any purchaser for home consumption in this country;*

4. That no different invoice of the goods mentioned in said invoice has been or will be furnished to any one; and

5. That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between the said exporter and purchaser or by any one on behalf of either of them, either by way of discount, rebate, salary, compensation, or in any manner whatsoever other than as shown in the said invoice.

Signature.....

Witness.....

Dated at this day of 19...

NOTE.—The witness need not necessarily be a magistrate, notary, or other public official, but may be any person competent to sign as a witness to signatures on ordinary business documents.

All declarations tendered to the department must be made by the declarant in a personal capacity—that is, the declaration must run “I, John Jones,” etc., etc., and be subscribed “John Jones” (or John Jones’ ordinary signature), and not, e.g., “Brown & Thomas, per John Jones.” The ordinary signatures of declarants are sufficient at the foot of declarations, the full name of the declarant being stated at the head of the form.

NOTE.—With regard to the words “of equal quantities,” in paragraph 3 above, it should be noted that if the shipment invoiced comprises portion of a large order split up into various shipments, the home consumption discount or home consumption net price applicable to a similar large quantity would be recognized, and may be inserted as the home consumption price of each shipment forming portion of the order, but any increase in the home consumption price between the date of acceptance of order and date of making the declaration on invoice must be shown.

The separate column mentioned in paragraph 3 should bear the following heading, with which the particulars shown thereunder should agree:—

Domestic value f.o.b. (insert “port of export” or “factory” as the case may be) at date of shipment to Australia, subject to.....per cent discount for cash, in/excluding cost of outside casing.

COMMONWEALTH OF AUSTRALIA.

Form of Declaration for use by Export Buying Commission Agents.

1. I, ... (chief clerk, or as the case may be), of..... (name of firm).....of.....(name of city and country), who have acted as buying agents on commission for the goods covered by this invoice, have the means of knowing and do hereby certify that the amount of this invoice represents

the price paid by my firm for the said goods plus an amount of charged as buying commission thereon, and I also hereby declare:—

2. That the said invoice is in all respects correct and true.

3. That the said invoice contains a true and full statement showing the price actually paid or to be paid for the said goods, the actual quantity thereof, and all charges thereon.

4. *That the said invoice also exhibits in a separate column the actual price at the date of this declaration of equal quantities of identically similar goods to any purchaser for home consumption in this country.*

5. That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between the said exporter and purchaser or by any one on behalf of either of them either by way of discount, rebate, salary, compensation, or in any manner whatsoever other than as shown in the said invoice.

Signature

Witness.....

Dated at this day of, 19..

NOTE.—This form of declaration may only be used by bona fide buying agents and must be signed in a personal capacity.

The witness need not necessarily be a magistrate, notary, or other public official, but may be any person competent to sign as a witness on ordinary business documents.

NOTE.—With regard to the words “of equal quantities,” in paragraph 4 above, it should be noted that if the shipment invoiced comprises portion of a large order split up into various shipments, the home consumption discount or home consumption net price applicable to a similar large quantity would be recognized, and may be inserted as the home consumption price of each shipment forming portion of the order, but any increase in the home consumption price between the date of acceptance of order and date of making the declaration on invoice must be shown.

The separate column mentioned in paragraph 4 should bear the following heading, with which the particulars shown thereunder should agree:—

Domestic value f.o.b.....(insert “port of export” or “factory”
as the case may be) at date of shipment to Australia, subject to.....
per cent discount for cash, in/excluding cost of outside casing.

DEVELOPMENT OF AMERICAN TRADE AND INDUSTRIAL INTERESTS IN RUSSIA.

(*The Board of Trade Journal.*)

H.M. Commercial Attaché in Petrograd (Mr. H. Cooke) writes, under date September 2, that American business men are undoubtedly very much alive to future economic openings in Russia for their manufactures, capital and enterprise. Not much business is being done at present; indeed it is not possible that much can be achieved under existing conditions, when projects and calculations for participation in Russian industrial enterprises must of necessity be largely speculative. It is apparent, however, that Americans mean business. They seem to have confidence in Russia's more or less speedy and sure recuperative capacity.

IMPORT AND EXPORT TRADE.

Since the beginning of the war Americans have turned their attention to the Russian market, and have been very prominent there in their endeavours to obtain orders, and, in general, to utilize to the full the openings presented by the elimination of previously predominant German trade activities and by the restrictions and practical difficulties of all sorts attending the trade of the Allies. As a result, Americans have been visiting Russia in considerable numbers and are even doing so under the present most adverse conditions, when no export or import business, apart from Government orders, can be done.

Moreover, previously to the war, American trade with Russia was comparatively small, the only two categories of American goods that reached any appreciable figures in Russia's import trade being raw cotton and certain classes of agricultural machinery, which formed seven-eighths of the total imports from the United States, while Russia's exports to America were still less, amounting to slightly over £1,000,000 in value per annum, and consisting in the main of raw products, such as hides and skins, wool, etc.

The war gave an opportunity to American enterprise, which hitherto, except in the two branches mentioned, had been somewhat backward and indifferent as regards Russia.

With the war orders placed in the United States by the Allies, resulting in a vast accumulation of gold and an increase in production beyond the requirements of the home market, the United States were compelled further to develop foreign markets and to seek investments abroad, and therefore turned their attention to the openings in Russia for capital, enterprise, and expert assistance for the development of Russian resources. Business men from the United States visited Russia in increasing numbers with a view to immediate and future business. The imports from the United States rapidly increased; in 1916, for instance, the value of imports from that country was fivefold that in 1913, the chief increases taking place in metals, metal goods, machinery, rolling stock, woollen manufactures, and footwear. The demand in Russia for all sorts of articles was very large, and the possibilities of obtaining supplies from the Allies were constantly diminishing. In a word, the Americans did their utmost to make good the opportunities for increased trade.

Besides individual efforts in this direction the Russo-American Chambers of Commerce in New York and in Moscow largely developed their activities. Early this year a branch of the National City Bank of New York was opened at Petrograd. Previously, a combine of some forty American engineering firms, started operations in Petrograd for the sale of their goods in Russia. It is understood, however, that this enterprise has not been a success. A Russo-American committee is being formed at Petrograd to concentrate Government and private endeavours in the promotion of the Russo-American entente, and to develop direct trade intercourse between the two countries by placing American organizing and technical experience and capital at the disposal of Russian industry.

A Petrograd paper states that the representative of a group of American manufacturers was recently received by the Minister of Commerce to raise the question of direct relations of American firms with Russian co-operative associations in the supply of articles of necessity.

MISSIONS.

Various official or public missions despatched this year from the United States to Russia, including that of Senator Root, the Stevens Railway Mission which was sent to give expert assistance and advice for the regulation of transport on the Siberian railway, and a Red Cross Mission now in Russia, all containing business experts, have been much to the fore in drawing attention to the capacity of the United States for supplying Russia's necessities.

RAILWAY AND MINING CONCESSIONS.

In a recently published interview, the Director of the Railway Mission, while careful to state that the aid of this mission is to give material help in money and means of equipment, but that it has no authority, as a commission, to conclude negotiations for concessions, etc., adds that these could be arranged with private American firms. Doubtless the financial and business experts accompanying these missions, acting in their individual capacity or on behalf of American groups, have had under consideration various future openings for American enterprise. Negotiations for various railway concessions are mentioned, including, so it is said, the purchase or control of various private lines, such as the Vladikavkas railway and the construction and exploitation of the proposed Moscow-Donetz line. The opportunities for mining enterprise in Russia, too, are mentioned as attracting the attention of American financial interests.

The Special Conference for Mining Affairs in Petrograd recently discussed the question of openings for American capital in Russian mining industries, the Director of the Mining Department, in a paper read by him on the subject, pointing to the Russian Far East, Sakhalin, the Altai, and other Siberian regions as offering suitable openings in this respect. He emphasized, however, that the Government does not propose to create any monopolized position for American capital in the mining industry, as it desires to attract other capital, both Russian and foreign, though in particular regions and in certain branches of enterprise American capital may be preferable. Coming to the concrete question as to where at the present moment openings might be offered to American capital, the conference named the following: Oil mining in the island of Sakhalin, on condition of the participation there of Russian capital; coal mining in the Far East in connection with railway and port construction; the gold-dredging industry; gold mining in the Altai region; iron ore mining in the Southern Ural district; coal mining in the Kuznetsk region; the installation of coking furnaces and coal mining in South Russia; the cement industry; and copper mining and the utilization of water-power in the Caucasus.

MUNICIPAL LOANS, PUBLIC WORKS, ETC.

Besides railway and mining works, Americans are said to be examining openings or seeking investments for their capital and enterprise in Russian municipal loans and public works, in the construction of shipbuilding yards in Russia and otherwise in the development of Russia's mercantile marine, in the development of the timber resources and oil industries of the country, and in the further extension of the supply of American agricultural machinery, either direct or through American works in Russia. A Petrograd official paper reports in a recent issue that the Local Economic Government Department in Petrograd has submitted to the United States Ambassador and to the American Consulate a memorandum on the condition and progress of Russian towns, with a view to the attraction of American capital to Russian municipal enterprise.

NEW TYPE OF NORWEGIAN VESSELS BUILT FROM CONCRETE.

FROM REPORT OF CANADIAN COMMERCIAL AGENT.

(*Mr. C. E. Sontum.*)

CHRISTIANIA, NORWAY, September 29, 1917.

In her endeavour to replace the great amount of tonnage lost by the German U-boat war, Norway is on the first hand dependent on foreign ship-yards, especially the American ones. Although the United States have lately forbidden the sale of tonnage to foreign countries, it is counted on here that the contracted tonnage will be available for Norway after the war.

The Norwegian yards are meanwhile fully engaged with new contracts, but on account of the shortage and present high prices of building material, they are set back considerably.

Under these circumstances the building of ships and lighters made from concrete has made good headway. The method originally was invented by a Norwegian engineer by the name of Fougner. Besides being much cheaper to build, these ships and lighters can be completed in a much shorter time than the steel ships. Three wharves are already engaged with this, and several motor-boats of about 100 tons each have been put on the water. Two larger boats of 1,000 tons each are under building, and it is thought that ships of most any size may be built after this method. Also a couple of dry-docks have been built.

Another Norwegian engineer by the name of Harald Alfsen has still made another improvement in connection with the building of this new type of vessel, viz., to do the building bottom up. In this way one has a guarantee for more solid work, at the same time it can be done quicker, whereby again the price can be reduced. The vessels are then also put on the water upside down and there turned around slowly to the right position, part of the enclosed air being let out through valves.

NATIONAL DEBT OF AUSTRALIA.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, September 26, 1917.

NATIONAL DEBTS OF AUSTRALIA AGGREGATE £532,551,316.

The public debt of the Commonwealth at the end of June last was £169,177,767, of which £127,964,989 has been borrowed for war purposes. The details are as follow:—

War Loans—	
War loans raised in Commonwealth.. . . .	£80,190,720
War loans from Government of United Kingdom.. . . .	47,774,269
Total war loans.. . . .	£127,964,989
Other Public Debt—	
Loans raised in London for the states for public works—	
June, 1916.. . . .	£ 4,000,000
April, 1917.. . . .	3,500,000
	£ 7,500,000
Loans for Commonwealth works, land, loan redemption, etc., namely—	
From notes fund.. . . .	£ 8,109,163
From sinking fund.. . . .	299,010
From trust fund.. . . .	609,370
	£ 9,017,543
Balance of Northern Territory loans taken over from State.. . . .	2,772,516
Balance of Port Augusta to Oodnadatta Railway loans.. . . .	1,759,003
Value of properties transferred from states.. . . .	10,789,739
Accrued deferred pay Australian Imperial Forces to June 30, 1917.. . . .	9,373,977
Total public debt at June 30, 1917.. . . .	£169,177,767

In addition to the above, the States owe £363,373,549, the annual interest charge on which amounts to £13,566,967. The sums owed by the different states are as follow:—

	Redeemable in London.	Redeemable in Australia.
New South Wales.. . . .	£ 87,253,088	£ 43,260,930
Victoria.. . . .	42,160,566	34,614,466
Queensland.. . . .	47,765,047	10,967,796
South Australia.. . . .	23,332,597	19,297,658
Western Australia.. . . .	27,584,158	11,555,518
Tasmania.. . . .	8,944,250	4,964,663
Total.. . . .	£237,039,706	£124,661,031

The debt of the states added to that of the Commonwealth produces the total of £532,551,316, which is borne by a population of approximately 5,000,000.

BANKING IN JAPAN.

(United States Commerce Reports.)

The modern banking system of Japan dates from the promulgation in 1872 of the National Banking Regulations, which are modelled on the National Bank Act of the United States and provided for the conversion of national bank notes into specie. Ten years later the privilege of issuing notes was taken away from the national banks and given to the newly created Bank of Japan, and as the charters of most of the national banks expired they continued in business as private banks. By 1899, national banks had ceased to exist as such, their places having been taken by banks organized under special Acts and by so-called ordinary banks operating under the ordinary bank regulations promulgated in 1893.

Of the "special" banks there are now 52, as follows: The Bank of Japan, Industrial Bank of Japan, Yokohama Specie Bank, Agricultural (Hypothec) Bank, Bank of Taiwan (Formosa), Bank of Chosen (Korea), Hokkaido Colonial Bank, and forty-five prefectural agricultural and industrial banks, for which the Hypothec Bank acts as a central bank.

There are now (June, 1917) 1,423 ordinary banks that are under the control of the Minister of Finance. His license is required for the establishment of a new bank or the consolidation of old ones, and he may at any time order an investigation of any ordinary bank. These banks must also make semi-annual reports similar to those required by the American Comptroller of the Currency and must publish their reports in the newspapers and otherwise.

SAVINGS AND POSTAL BANKS.

There are 664 savings banks in the country, organized under regulations promulgated in 1893. These, as well as the ordinary banks, are under the control of the Minister of Finance. They must be joint-stock companies and their directors are under unlimited liability with respect to the obligations of the bank incurred during their terms of office. Two years after the end of their terms they are released from this liability. Savings banks must provide themselves with interest-bearing national or municipal bonds to one-fourth the amount of their deposits and place them in the deposit section of the Department of Finance. After this guaranty fund reaches one-half the bank's capital it may use approved company debentures and commercial paper for securing additional deposits.

The savings banks of Japan are not very large individually, owing principally to the popularity of the postal savings bank operated by the Imperial Government. Deposits of the postal savings banks at the end of April, 1917, were 319,161,273 yen (\$158,942,314)—one-fourth as large as the total of all the 664 savings banks. Deposits of the postal banks have increased by 118,000,000 yen (\$58,764,000) since the beginning of the war.

ACTIVITIES OF THE BANK OF JAPAN.

The Central Bank of Japan was organized in 1882 as a joint stock company with an authorized capital of 10,000,000 yen, which has since been increased to 60,000,000 yen, of which 37,500,000 yen have been paid up. In 1883 it received the monopoly of issuing notes. These notes may be issued against gold and silver coin and bullion, Government bonds, and treasury bills, and when necessary against approved non-Government bonds and commercial paper; but the issue of notes not covered by specie and Government securities must not exceed 120,000,000 yen (\$59,760,000) except in great emergencies, when the issue above this amount is taxed 5 per cent. At present the reserve against outstanding notes is almost 100 per cent specie, the notes outstanding amounting to 483,580,235 yen and the specie reserve to 411,088,950 yen.

In addition to the issue of notes, the Bank of Japan is empowered to discount or purchase Government bills, bills of exchange, and commercial bills; buy and sell gold and silver bullion; make loans on gold and silver coin and bullion; collect bills for banks, companies, and merchants who are its regular customers; receive deposits and the custody of valuables; make advances on current accounts or loans for a fixed period on security of Government bonds, treasury bills, and other bonds and shares guaranteed by the Government. It is also entrusted with the management of the Government's treasury receipts and disbursements. In practice the Bank of Japan does little deposit or loan business outside of Government transactions, except to rediscount for other banks.

Yokohama Specie Bank—Agricultural Bank.

The Yokohama Specie Bank was organized in 1880 with an authorized capital of 3,000,000 yen, since increased to 48,000,000 yen, of which 36,000,000 yen has been paid up. It operates in foreign exchange, inland exchange, loans, deposits of money and custody of valuables, discounts and collections of bills of exchange, promissory notes, and other securities, exchange of coin, and purchase and sale of public bonds, gold and silver bullion, and coin. It may also be entrusted with matters relating to foreign loans and with the management of public money for international account, and is further authorized, since 1906, to issue bank notes in Kwantung Province and in China, convertible into gold, silver, and notes of the Bank of Japan.

The foreign exchange business of the Yokohama Specie Bank is very large and necessitates the maintenance of branches in all parts of the world. The number of branches at present is 30.

The Agricultural (Hypothec) Bank was created for the purpose of making long-time loans at a low rate of interest on immovable property. Its authorized capital is 40,000,000 yen (\$19,920,000), which has been fully paid up. It loans money on farm property chiefly, the loans being repayable in annual instalments over a period of not over 50 years, or as a whole at fixed date not more than 5 years from the time the loan is made. The fixed term loans must not at any time exceed one-tenth the loans repayable in annual instalments. The Agricultural Bank is also empowered to loan money without security to prefectures, towns, and villages, and to industrial, farming, fishing, foresting, and stock-breeding guilds, and it may take up loans made by any of the 45 prefectural agricultural and industrial banks. It is authorized to issue debentures to an amount not over 10 times its paid-up capital.

Operations of the Industrial Bank of Japan.

Just as the Agricultural Bank was organized to furnish long-term low interest loans on immovable property the Industrial Bank was formed to handle bonds and shares of industrial enterprises on an economical basis. Its authorized capital is 17,500,000 yen (\$8,715,000), all paid up. It makes loans on pledges of national and local bonds, on company bonds and shares, subscribes to new issues of stocks and bonds, discount bills, buys and sells exchange, and makes both call and time loans on factory sites and buildings, also on residential property. In fact, it does very much of a trust-company business. Recently it has been buying Anglo-French bonds, American foreign securities, notes, and other foreign Government obligations, both for itself and its clients, with the double object of making good investments and rectifying the exchange situation. The Industrial Bank may issue debentures to an amount not exceeding 10 times its paid-up capital.

The Banks of Taiwan, Hokkaido, and Chosen.

The Bank of Taiwan (Formosa), with a paid-up capital of 12,500,000 yen (\$6,225,000), is a joint stock company organized to do a general banking and trust-company business, with particular reference to the development of the island of Formosa, and is permitted to issue notes against gold and silver, also, in emergencies, to issue a small amount of notes against approved commercial paper.

The Hokkaido Colonial Bank was established for the purpose of supplying capital for colonizing and developing the island of Hokkaido and the Japanese half of the island of Saghalien (Karafuto). It does a general banking and trust-company business and makes long-term low interest loans on agricultural property and fishing rights, repayable in annual instalments over a period of not more than 30 years or in a lump sum in not over 5 years. It also makes loans without security to municipalities in Hokkaido and to agricultural, industrial, fishing, and stock-breeding associations. It is authorized to issue debentures to not more than five times its paid-up capital, which is 5,000,000 yen (\$2,490,000).

The Bank of Korea was established in 1909 as the central banking institution of that country, and the following year, Korea having been annexed to Japan, was reorganized as the Bank of Chosen, Chosen being the Japanese name for Korea. Its capital is 10,000,000 yen (\$4,980,000), of which 3,000,000 yen was subscribed by the Government. Under its charter it was to receive a subsidy for five years, but it was so successful that after two years it became independent of Government assistance.

The Bank of Chosen does all kinds of banking, as well as handling the funds of the Government, and issues notes against specie. It may also issue notes against the notes of the Bank of Japan, and against Government securities and other approved paper up to 30,000,000 yen (\$14,940,000), and in extreme cases above this amount, the over-issue being taxed 5 per cent per annum.

Banks under Special Government Control.

All the banks enumerated above are called "special," having been organized under special Acts, with special objects, and being under special Government control. Formerly the Imperial Government owned stock in each of them, but the Government shares have been transferred to the Imperial Family, which also owns large blocks of stocks in many of the ordinary banks.

The profits of the special banks are highly satisfactory and the dividends they pay are not less so. The Bank of Japan pays 12 per cent per annum, the Yokohama Specie 12 per cent, the Industrial Bank 6 per cent, the Agricultural Bank 9 per cent, the Bank of Taiwan 10 per cent, the Bank of Chosen $7\frac{1}{2}$ per cent, and the Hokkaido Colonial 10 per cent. Their stocks are quoted on the Tokio Stock Exchange, but trading in them is light.

THE ORDINARY BANKS—DEPOSITS.

There are 1,423 banks that operate under the ordinary bank regulations. Many of them were formerly national banks and these maintain their old numerical designations, dropping the word national. Thus, the First Bank, or Dai Ichi Ginko, was formerly the First National Bank. There were at one time 165 national banks. The largest of the ordinary banks are: The First Bank, capital 13,000,000 yen, surplus 9,600,000 yen; the Fifteenth Bank, capital 23,500,000, surplus 5,540,000; the Mitsui Bank, capital 20,000,000, surplus 9,500,000; the Sumitomo Bank of Osaka, which has just voted to increase its capital from 15,000,000 to 30,000,000 yen; the Third Bank, with capital of 5,000,000, which will be increased this month to 10,000,000, and a surplus of 3,400,000 yen; the Yasuda Bank, capital 10,000,000, and surplus of 3,000,000; the One Hundredth Bank, capital 6,000,000, surplus 4,000,000; and the banking department of the Mitsubishi Co.

The Mitsubishi Co., like the Mitsui Co., has wide and varied interests in many different fields, and its banking department is only one of its activities. The capital of the Mitsubishi Co. is 15,000,000 yen, of which 1,000,000 yen is allocated to the banking department. This department, however, has a surplus of 9,500,000 yen.

While the deposits of these banks may look small compared with those of the greater banks of the United States, they compare most favourably with those of the generality of American banks. The deposits of the Mitsubishi, for example, are over 100,000,000 yen (\$50,000,000), those of the Yasuda Bank exceed 60,000,000 yen, and so do the deposits of the Third Bank. The Sumitomo Bank's deposits are 140,000,000 yen.

The deposits of practically all the Japanese banks have grown rapidly, the total for the Associated Banks of Tokio having reached on June 13, 1917, a new high record of 850,000,000 yen (\$423,300,000), over twice what they were when the war broke out. The deposits of the Osaka Associated Banks have also practically doubled since the beginning of the war. Loans of the Associated Banks of Tokio on June 13 were only 690,000,000 yen, and as a means of getting rid of the excess of money a banking syndicate has been formed by the Yokohama Specie Bank, the Industrial Bank of Japan, the Bank of Taiwan, the Mitsui, the Mitsubishi, the First, Fifteenth and other banks to loan a large amount to the Government of France, probably 40,000,000 yen, though the amount has been reported as high as 100,000,000 yen. This money will be spent in Japan, the loan being in the nature of a credit operation.

NO TRUST COMPANIES IN JAPAN—MUTUAL LOAN SOCIETIES.

There are no trust companies as such in Japan, but two of the special banks and eight of the ordinary banks do a trust company business. The special banks are the Industrial Bank of Japan, the Bank of Taiwan, and the ordinary banks are the Yasuda Bank, the Kawasaki Bank, the Mitsui Bank, the Kashimi Bank, the Tei Yu Bank, the Fifteenth Bank, the Third Bank, and the Thirty-fourth Bank.

In addition to the special, ordinary, and savings banks a considerable number of mutual loan societies have recently come into existence and have acquired legal standing under the mutual loan society law of June, 1915. They operate among the lower classes and their transactions are small individually. At the time of the latest annual report they numbered 831, with an aggregate paid-up capital of 6,946,884 yen.

RATES OF INTEREST.

The rates of interest earned by Japanese banks are normally considerably higher than in the United States, although the recent accumulation of money has forced them down materially in the large cities. The Bank of Japan's rate of discount on commercial bills and Government securities has been 5.1 per cent since March 1, 1917, compared with 6.6 per cent at the same time last year. The rates of the Tokio

Associated Banks vary widely, having been as high as 12 per cent in April on loans and as low as 3.3 per cent and fluctuating between 3.3 per cent and 9.9 per cent on discount of commercial bills. The average rate of deposits recently has been 4 per cent and on current accounts 1.5 per cent.

In the country the rates are naturally higher, apparently being whatever the business will bear, but the advances made by the Industrial Bank of Japan and the Agricultural Bank are doing much to relieve the farmer. The Minister of Finance announced May 28, 1917, that the Government would advance 12,000,000 yen to the prefectures the coming fiscal year for local agricultural and industrial loans at a low rate of interest. This will be in addition to the money loaned in the regular way by the agricultural and industrial banks.

INDUSTRIAL DEVELOPMENT IN JAPAN.

The following notes regarding the formation of industrial companies in Japan since the outbreak of the war have been furnished by Mr. E. F. Crowe, Acting Canadian Trade Commissioner, Yokohama, and are based on an article which appeared in the Japanese press. These notes, while not intended to be exhaustive, cover a wide field of industrial enterprise. Apart from the activities recorded here, many other industries have been developed in Japan and have been referred to from time to time in the *Weekly Bulletin*. Many factories are in the course of erection and numerous works already existing are being enlarged and more modern plants installed.

Chemicals and Dyes.

In point of numbers, the *chemical* industry takes first place in recent developments. Since the commencement of the war there has been great expansion in the Japanese chemical industry. At least twenty new companies have been formed with a combined capital approximating 30,050,000 yen. These new companies operate twenty-eight factories. Among their chief productions are *sulphate of ammonia, potassium chloride, caustic soda, bleaching powder, nitre, sulphate of potash, potassium carbonate, sodium sulphide, sodium chloride, sodium peroxide, iodine, fatty and stearic acids, nitric acid, glycerine, oils, dyes, drugs, fertilizers, disinfectants, phosphorus, etc.* About eighty firms in Japan are engaged in the production of *potassium chloride*. Large stocks of this commodity are on hand and prices have dropped during the present year as the market is greatly overstocked. *Formalin* also is now being produced in Japan but the output is devoted to home requirements. A company is producing soda by means of electricity and is said to be the first concern in Japan to use the electric process in this connection. Another company is manufacturing *indirect dyes* for domestic needs exclusively, while *direct dyes* are to be produced for the export trade. This company is being assisted by the Government. Another company claims the production of an ultra-marine blue equal to that formerly imported into Japan from Germany.

Metals.

Although the *iron industry* of Japan is still in its infancy, it gives promise of assuming considerable importance in the future. Before the war the annual production of Japan was about 260,000 tons of iron, this being around one-half of its consumption. Since the war several new companies have been formed for the production of iron. Six companies with a combined capital of 40,000,000 yen have established new works.

With regard to *steel*, three new companies have commenced operations and four new works have been established. Their total combined capital is estimated at 5,000,000 yen. One company is producing *steamer shafts, railway wheels, and tires* as well as supplying the home trade. They have received orders from China and India. It is stated that the intention of this company is to devote all its energy to the export trade rather than to the domestic field.

It is generally conceded that the future of the *zinc* industry of Japan is good and that a large export trade is to be expected after the war. One company is already manufacturing zinc for exportation. Japanese zinc ore contains many other metals, such as gold, silver, and copper and the refining of these metals is carried on along with the treatment of the ore. Five new zinc companies are operating six works for the treatment of Japanese zinc ore and have a total combined capital of 7,600,000 yen.

In March, 1916, a company was formed with a capital of 1,000,000 yen for the manufacture of *aluminium*. It is stated that the process to be used is different from that in vogue in Europe and the United States. The alumina is obtained from a clay which is a product especially of Japan and is treated by an electrolytic process.

A company was formed in January, 1917, with a capital of 100,000 yen for the purpose of producing *sheet lead* for the use of chemical industries. Sheets are being turned out measuring ten feet by four feet and it is claimed that they are superior to any which have hitherto been manufactured in Japan.

Metal Goods.

A company which was first established in 1913 for the manufacture of *galvanized iron sheets and galvanized iron wire* has increased its capital from 300,000 yen to 700,000 yen. Up to the present its output has been confined to the home market but it intends to export its products later.

Two companies with a combined capital of 1,500,000 yen have been formed for the purpose of manufacturing *wire netting*.

Machinery.

For the manufacture of *machinery*, three new companies with a combined capital of 2,300,000 yen, have been established. In addition to the manufacture of munitions, *rotary printing machines, etc.*, and *gun metal* are also being manufactured.

Electrical Supplies and Accessories.

There have been formed during the period under review six companies for the manufacture of *electrical supplies and accessories*, such as *electric motors, dynamos, switches, lamp bulbs, carbon electrodes, carbon brushes, etc.* Their total combined capital is 4,530,000 yen and they operate eleven factories. An improved process for the manufacture of micanite has enabled a Japanese company to turn out *insulators* both for the domestic and export trade.

Textiles.

Rapid progress has been made in the Japanese *textile* trade since the war. Many new companies have been organized; many are controlling new works; new works are under construction. Details have been furnished regarding eleven new companies formed for the manufacture of textiles. They have a total combined capital of 16,600,000 yen and operate fourteen factories. Some are operating general spinning mills for the manufacture of *cotton and woollen textiles*. One produces *linen thread*; one mixed *silk and wool textiles*; one is devoted to the finishing of *silk textile goods* for the export trade and one makes *hemp rope*. The factory making

linen thread is experimenting with a plant growing wild in Saghalien, treating the fibres with a patent bleaching process. The spinning of mixed silk and wool at first presented many difficulties but these have been overcome and the company, in addition to supplying the home demand, hopes to handle export trade as well. A company has been established for the purpose of *ramie spinning*. Although ramie fibre is a product of Japan and China, previous to the war it was not produced locally, but was imported from the United Kingdom, the United States and Germany.

Paints.

For the manufacture of *paints*, three new companies have been formed with a combined capital of 900,000 yen. Their chief products are *zinc and house paints*, *paints for ships' bottoms*, *antiseptic paints*, *rust-preventing paints* and *paint substitutes*. One company is successfully producing *zinc powder*, as there is a good local demand. Previous to the war, paint for ships' bottoms was entirely imported from the United Kingdom.

Oils and Grease.

Six companies have been established, with a total combined capital of 16,450,000 yen, for the production, refining, etc., of *mineral oils*. A company has been formed for the manufacture of *fish grease*, used in the manufacture of *soap* and *glycerine*. Its capital is 250,000 yen.

Mining.

There have been organized three *coal mining* companies with a combined capital of 1,550,000 yen. One company is also producing coke in large quantities. In December, 1916, a company was formed with a capital of 120,000 yen to exploit a *sulphur mine*. A special process is used in refining the raw material.

Insurance.

As a result of the war there has been a great boom in Japan in the *marine insurance* business and many fire and other insurance companies have extended their field of operations to marine insurance. Among the new marine insurance companies formed are three with a combined capital of 17,000,000 yen.

Miscellaneous.

A company with a capital of 100,000 yen has been formed for the manufacture of *rubber bicycle accessories* and *toy balloons*.

For the manufacture of *bicycles* a company with a capital of 500,000 yen has been established. It is intended to use Japanese materials exclusively, so it is expected that their prices will be low. It expects later to manufacture and repair *motor-cars*.

A company (500,000 yen) has been organized for the manufacture of *boots and shoes*. It will turn out eventually *slippers*, *harness*, *knapsacks* and other *leather goods*.

A company (2,000,000 yen) has been organized for the manufacture of *imitation celluloid*. It is claimed that the product can be used as a substitute for *lacquer*, *artificial leather* and *rubber*, besides serving the same purpose as celluloid. It may also be used as a water and heat resisting material in construction work. The material used is bean cake, and as this is both cheap and plentiful, it will be possible to supply imitation celluloid at a lower price than the real article.

A company with a capital of 1,000,000 yen has been formed to produce *plate glass* and another company will operate a *glass factory*.

Two companies have been organized for the manufacture of *bricks* and *concrete* respectively for reinforced concrete buildings and telegraph poles.

A company (500,000 yen) has been established for the manufacture of corks and at present produces chiefly the crown variety. A company was formed in July, 1916, with a capital of 1,000,000 yen, for the purpose of manufacturing explosives and will produce dynamite for industrial as well as military needs. It is under the aegis of the Government and has been granted special facilities.

A trading company has been organized for the purpose of conducting export and import trade with the Japanese colonies, while a colonization company (1,000,000 yen) has been formed for the purpose of *assisting emigrants* proceeding to the new Japanese possessions and to other countries.

NOTE.—A yen equals approximately 50 cents at the normal rate of exchange.

THE FIFTH AUSTRALIAN COMMONWEALTH (INTERNAL) WAR LOAN.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, September 26, 1917.

The prospectus of the fifth Commonwealth (internal) war loan of £20,000,000 has been issued. The terms are similar to the previous loans, interest being at the rate of $4\frac{1}{2}$ per cent per annum (payable half-yearly), free from Commonwealth or State income or other taxation.

Bonds will be issued in amounts of £10, £50, £100, £500 and £1,000 payable to bearer.

Stock will be inscribed in amounts of £100 and multiples of £10 above £100.

Instalments are spread over from November, 1917, to April, 1918, in amounts of from 15 to 20 per cent, but payment can be made in full on or before November 2, on which date subscriptions close, and some benefit in interest will accrue where payment in full is made on the earlier date.

EUCALYPTUS OIL PRODUCTION IN NEW SOUTH WALES.

Mr. B. Millin, Canadian Commercial Agent, Sydney, under date of September 6, 1917, has furnished the following particulars regarding the production of eucalyptus oil in New South Wales:—

The eucalyptus oil industry is now of considerable importance in New South Wales, and many people in the state find employment in its production and distribution.

The three main directions in which the various kinds of eucalyptus oils are employed are:—

For pharmaceutical purposes.

In the separation of metallic sulphides.

In perfumery.

To satisfy the standard at present in force in various countries, it is necessary for pharmaceutical eucalyptus oils to contain eucalyptol or cineol as chief constituent. There are several species which yield oils of this class, often containing from 70 to 80 per cent of eucalyptol. In a few instances this figure has even been exceeded. The terpene usually occurring in the richer eucalyptus oils is pinene, although phellandrene

also occurs in some oils rich in eucalyptol. The principal species from which pharmaceutical oil is obtained at present is the blue and silver leaf mallee. The yield from this species is good and the oil very rich in eucalyptol, usually exceeding 80 per cent in the rectified oil.

Within the last few years a considerable demand has arisen for the phellandrene eucalyptus oils, these being somewhat extensively used in the mining industry. Large quantities of the cheaper kinds of oils are used in the mines of New South Wales. Their use is to aid the separation of the metallic sulphides from the gangue by a flotation process. A very large number of the eucalypts yield oils containing phellandrene, although with some of these the yield is very small.

EUCALYPTUS OILS FOR PERFUMERY AND FLAVOURING.

Experts state that it is more than probable that eventually some eucalyptus species will play a considerable part in the supply of certain constituents used in the perfumery industry as well as for flavouring purposes.

Eucalyptus macarthurii is one of these species, the leaf oil consisting very largely of the odoriferous alcohol geraniol, together with the ester geranyl acetate, not less than 60 per cent of this constituent being present in the crude oil. This eucalypt is a very rapid grower and as it is now being cultivated freely from seed a plentiful supply of the above-named constituents should be available in the near future. The largest yield is obtained from the young shoots and the oil from this source also contains the largest amount of ester.

Another eucalyptus species of good promise is the *eucalyptus citriodora*, which yields about 0.75 per cent of an oil consisting almost entirely of the odoriferous aldehyde citronellal, and as a cheap perfumery oil for soap and similar purposes, should be in considerable request.

A third species of value is *E. Staigeriana*. This tree yields an abundance of citral bearing oil, which, when rectified, is an excellent substitute for lemon oil and very much cheaper. The principal terpene in this oil is *lævo*-rotary limonene.

There are about three hundred species of eucalyptus in Australia, but those which can be utilized for their oil number less than twenty-five varieties. New oil-yielding trees are frequently being discovered, and those worked to-day differ considerably from those utilized a few years ago.

At the present time the oil products of about one hundred and sixty eucalypts have been determined.

CONSTITUENTS OF EUCALYPTUS OILS.

The constituents already recorded as occurring in the various eucalyptus oils are subsequently indicated for more ready reference. It will be seen from the list that they are already somewhat extensive, but no doubt even this will be added to from time to time as investigations proceed:—

Eucalyptol (or cineol); eudesmol; geraniol; methyl, ethyl, iso butyl and amyl alcohols; globulol; citral; aromadendral; citronellal; butaldehyde. valeraldehyde; piperitone; geranyl-acetate; amyl eudesmate; valeric acid ester; acetic acid ester; formic acid; acetic acid; eudesmic acid. valeric acid; aromadendrene; pinene (both active forms); phellandrene (*lævo* form); limonene (*lævo* form); cymene; paraffins.

It is stated that attempts to acclimatize eucalyptus-producing trees have been made in various parts of the world, and have resulted successfully so far as the growth of these trees are concerned. They, however, only produce oil to a very limited extent, and it may be (as in the case of wool) that there is something in the soil and climate of Australia which is unobtainable elsewhere.

TRADE IN EUCALYPTUS OILS WITH NORTH AMERICA.

Following are particulars of the value of eucalyptus oil exported from Australia to North America in recent years:—

Year.	To Canada.	To United States.
1912-3..	£ 169	£1,102
1914-5..	206	1,591
1915-6..	180	2,434
1916-7..	1,224	4,829

The oil is exported in tins which have been used in importing kerosene and the cases are also used. The tins contain four gallons each and the case of two tins weighs seventy-eight pounds.

DETINNING IN SCOTLAND.

(United States Commerce Reports.)

The Scottish Detinning Co. (Ltd.), with authorized capital of £60,000 (\$291,990), is a new departure in an industry of which Germany held a monopoly before the war. The company, it is stated, was formed a year ago as a private enterprise for the purpose of establishing in Scotland a plant for the recovery of tin from tin-plate shearings and other tinned scrap, and of zinc from galvanized scrap. As the result of the initial year has been very favourable, and the directors were able to pay a dividend at the rate of 12 per cent per annum, they contend that the company will be able to hold its own against any German or other competition, and have made an offer of £25,000 (\$121,662) in £1 (\$4.86), 6 per cent cumulative participating preference shares, with the object of increasing the capacity of the works, which are situated in Kirkintilloch. In addition to the fixed cumulative dividend, it is stated, the shareholders will be entitled to receive one half of the profits available for distribution after the ordinary shares have received a non-cumulative dividend of 6 per cent per annum.

Payment is to be made at the rate of 6 shillings 8 pence (\$1.62) per share on application, and the remainder as required at intervals of not less than three months, and in amounts of not more than \$1.62 per share.

OTHER INTERESTS OF THE COMPANY.

The directors also state that besides ranking as probably the largest producer of steel scrap in Scotland, the company also manufactures zinc chloride, zinc sulphate, ingot, crystal, and powdered tin, solder, etc., for all of which there is a practically unlimited demand at all times.

The whole of the preference-share capital allotted under the present issue will (after expenses of issue have been met) be utilized for new plant and the development of the business. It is anticipated that the whole of the new plant will be in operation by the beginning of December, 1917.

The directors claim that the process of detinning and degalvanizing employed, and the methods of handling the scrap are the most economical yet discovered. These processes will be under the personal supervision of the inventor, who is engaged to act as managing director for five years.

GOVERNMENT NOTICES AFFECTING TRADE.

Barbados.

ORDER PROHIBITING THE IMPORTATION OF MOTOR-CARS REVOKED.

According to the *Board of Trade Journal*, the order of the 17th May, 1917, prohibiting the importation of motor-cars into Barbados (referred to on page 461 of *Weekly Bulletin* No. 709) has been revoked by an order on the 2nd July, 1917.

Great Britain.

LEATHER MAY BE IMPORTED INTO GREAT BRITAIN IF ORDERED PREVIOUS TO FEBRUARY 23, 1917.

In reply to a cable which the Department of Trade and Commerce sent to the Canadian High Commissioner's office, London, asking whether leather from Canada could be imported into the United Kingdom on the same basis as that from the United States, the Department has received word from the High Commissioner's office that if the importers can forward proof that such leather was ordered before February 23, 1917, the required license will be granted to Canadian exporters on the same basis as has been conceded to American exporters.

In a letter since received from the High Commissioner's office it is stated that the procedure to be followed is for the importer on making application for license to forward proof of the date on which the leather was ordered to the Controller of Import Restrictions. Usually a statutory declaration to this effect is sufficient, but it is advisable that relevant documents should also be included. Before shipping, exporters should be certain that their clients have a license, otherwise confiscation and loss may result. The Canadian authorities in London have taken steps to make this concession known to the members of the Association of Factors, Merchants and Importers of Leather Hides and Tanning Materials.

South Africa.

AMENDED LIST OF PROHIBITED IMPORTS.

Mr. W. J. Egan, Canadian Trade Commissioner in South Africa has notified the Department of the deletion of certain articles from the list of goods heretofore forbidden from being imported into South Africa.

The amended list, therefore, of prohibited imports at present is as follows:—

- Adding machines.
- Advertising matter.
- Automobiles for town use, unless required by medical practitioners or for other urgent purposes.
- Books.
- Canned food.
- Cigars.
- Clocks.
- Clothing.
- Condiments.
- Confectionery.
- Cutlery.
- Cutting machinery.
- Films.
- Furniture.

Furniture polish.
Garden appliances.
Hops.
Jewellery, imitation.
Motor-cycles.
Novelties.
Oil cloth.
Ointment.
Phonograph goods.
Photographic goods.
Pictures.
Pianos.
Playing cards.
Printed matter.
Sauerkraut.
Scouring powder.
Shoe polish.
Slates.
Sporting firearms and ammunitions.
Sporting appurtenances.
Toilet requisites.
Tobacco.
Toys.
Vacuum flasks.
Watches.

NOTES ON FOREIGN TRADE.

Italian Market for Pipe Fittings.

(*Consul F. T. F. Dumont, Florence, United States Commerce Reports.*)

A report from the Florence consulate published in Commerce Reports for April 27, 1915, stated that the Italian market for pipe fittings was controlled by German and Swiss manufacturers and that fittings made by American manufacturers had been found unsatisfactory.

At the present time there is an urgent demand throughout Italy for fittings. Stocks of German and Swiss goods have been sold out, Great Britain requires its goods for its own use, and France seems to be unable to pick up the Italian trade. A good market is offered to American manufacturers if they will conform to local requirements. The principal requirement is that fittings must have right-hand threading of English standard. Even left-hand thread might be used if of English standard. The differences between English and American standard thread is shown in the following table:—

Size of Pipe, in inches—	Threads to the inch.	
	English.	American.
$\frac{1}{8}$	28	27
$\frac{1}{4}$	19	18
$\frac{3}{8}$	19	18
$\frac{1}{2}$	14	14
$\frac{3}{4}$	14	14
1	11	11 $\frac{1}{2}$
1 $\frac{1}{4}$	11	11 $\frac{1}{2}$
1 $\frac{1}{2}$	11	11 $\frac{1}{2}$
1 $\frac{3}{4}$	11	11 $\frac{1}{2}$
2	11	11 $\frac{1}{2}$
2 $\frac{1}{2}$	11	8
3 to 6	11	8

PREFERENCE IN THREADS—CLAIMED INFERIORITY OF MATERIALS.

These standards for pipe up to 2½ inches look so much alike that without actual counting and measurement careless employees are apt to get them mixed, with consequent cutting of threads or jamming of fittings. It must be said, however, that this market is accustomed to and wants fittings with English standard threading. This is true of most of Europe. American manufacturers who hope to compete with European manufacturers must make up their minds to this fact.

The American practice of threading sleeves at each end does not obtain here. Sleeves in Italy carry a right-hand thread through their length. Furthermore, this market uses quantities of bends, particularly 90° bends, which seem to be no longer made in the United States. Before the war, these could be obtained in any desired quantity from German and Swiss manufacturers. At the present time there is a tremendous demand for wrought iron flanges, which seem to be unobtainable.

With one or two exceptions, the materials used in and the finish of American fittings are said to be markedly inferior to those of Swiss and German manufacture. It is claimed that roughly finished moulds are used in castings and a poor quality of iron employed, with the result that the finished product has numerous pits inside and out. These cause rough threads and rust. Swiss and German fittings are of better material, stronger, and of lighter weight. Owing to the use of better moulds in casting, fittings have smooth, even surfaces. As to splitting, the consulate has been told that they seldom split, whereas this is of frequent occurrence with American fittings.

Other complaints of American fittings are that those for pressure use have flat bands instead of the round bead wanted in this country; and that reducers, instead of carrying the same thickness of metal throughout in proportion to the diameter of the several openings, carry the same outside diameter, which, according to Italian taste, makes a bulky, ugly piece of work. This taste requires a careful finish and proportion in all metal work. Whether or not American work is as strong or stronger is not the question. The point is that work must be turned out to suit the market. Any American manufacturer willing to do this can get a hold on this market at the present time that will insure him a permanent outlet for his goods.

Fittings and pipes are not separately classified in Italian import statistics but are lumped with other manufactures of iron. Pipes of American manufacture are the best in this market and have commanded the trade for years. If care were taken with fittings, American fittings, helped by the reputation of American pipe, would soon have the same enviable position here.

Encouragement of the Iron Industry in Japan.

(Board of Trade Journal.)

H.M. Embassy at Tokio writes, under date July 18, to the effect that a law (No. 27), having for its object the encouragement of the iron industry in Japan, was passed at a recent special session of the Diet. The law, which was promulgated on July 24, required the addition of certain minor regulations in order to render it complete; it was anticipated that these would be issued without delay, and that the law would come into force at the beginning of September.

The main measure provisions of this measure are : (1) That iron and steel works with an output of not less than 35,000 metric tons per annum will have the right to expropriate the owners of property on which it is necessary to locate the works; and (2) that works turning out not less than 5,250 metric tons per annum will be exempt for eleven years from business and income taxes, and from all forms of prefectural, local and municipal taxation, as well as being allowed to import free of duty the machinery, etc. required for the works. The figure of 35,000 metric tons is based on the assumption that it is not economical to erect works with a furnace capacity of less than 100 tons per working day for 350 days, while the figure of 5,250 tons is based

on a production of 15 tons per day for the same period, this amount being fixed for the benefit of the smaller concerns.

With great industrial activity existing in the country, and the shipbuilding boom at its height, the passing of this new law has resulted in the launching of a number of new undertakings. Some of these schemes are financed and planned by important groups which have been impressed by the large increase in the consumption of iron in Japan, especially during the last few months.

Metric ton = 2,204.6 pound.

Tinned Provisions for West Africa.

(*London Times Trade Supplement.*)

There has always been a steady demand in West Africa for tinned butter, condensed milk, and canned fruit and vegetables for the use of the European residents. The growing prosperity of the native population, especially in the Gold Coast, consequent on the flourishing condition of the cocoa industry there, is bringing about a demand amongst them for such goods, particularly condensed milk, both sweetened and unsweetened, and butter. This opening should be carefully noted by exporters and followed up immediately circumstances permit of the resumption of the export of these goods. It should also be remembered that the purchasing power of the West African native is rapidly increasing and the possibilities of disposing of manufactured goods are becoming proportionately more favourable.

Electrical Exhibit at Uyeno (Tokyo), Japan.

The following extract from the *Japan Times* has been sent by Mr. E. F. Crowe, Acting Canadian Trade Commissioner, Yokohama:—

An electrical exhibition will be opened at Uyeno Park, on March 20, 1918, under the auspices of the Nippon Denki Kyokwai (Japan Electric Association). It is the purpose of the association in holding the exhibition to stimulate electrical enterprises in Japan and encourage the further advance of the electric industries of the country.

It is only thirty years ago that the first electrical industry was established in Japan, but at present there are over six hundred electric light companies, supplying lights to 8,000,000 lamps, one hundred electric car lines having over one thousand miles of rail. Five hundred rivers are used for the purpose of creating electric power. The total investment in electrical works in Japan reach 600,000,000 yen. The Japan Electric Association was organized twenty-five years ago and has been instrumental in encouraging domestic industries. The effect of the European war has further advanced the electric business here.

Viscount K. Suyematsu has been selected honorary president of the exhibition, and Mr. K. Komatsu as active president, and Messrs. M. Tachikawa and Dr. I. Nakahara as vice-presidents.

The exhibits will include:—

- (1) Motors, generators, electric meters, batteries, equipment of generating plants, and their parts.
- (2) Materials and parts of electric railways, signalling apparatus and their parts.
- (3) Electric wires, cables, insulated articles, insulators, posts and stays for electric wires, underground cables and their parts.
- (4) Telegraph, telephone, wireless-telegraph machines and parts.
- (5) Electric bulbs and lighting equipment, portable lights and their parts.
- (6) Electric apparatus used in connection with electro-chemical industry.
- (7) Electric apparatus for household use, including stoves, irons, heaters, fans, cleaners, bells, washing machines.
- (8) Materials for illuminations and special display lighting.
- (9) Electric pumps, cranes, saws, ice-manufacturing machines, weaving, drilling, and other machines using electric power.
- (10) Surgical instruments using electric lights and power, X-rays, educational and experimental apparatus.

Boots and Shoes in New Zealand.

(Consul-General Alfred A. Winslow, Auckland, United States Commerce Reports.)

The imports of footwear of all classes into New Zealand showed a small gain in value during 1916 over 1914, while the number of pairs decreased by 6,395 pairs, since the total imports for 1916 amounted to 131,248 dozen pairs, valued at \$1,920,730, as compared with 137,643 dozen pairs, valued at \$1,863,100, for 1914.

During the first four months of 1917 there were 38,890 dozen pairs imported, valued at \$624,173, as compared with 31,300 dozen pairs for the same period for 1916, valued at \$477,267.

Prior to the imposition of the preferential duty in favour of the British-made boots and shoes, American shoes seemed to have the lead here, for their merits were well understood, and there are still many here who will pay the extra cost if suitable stocks were kept in the better stores.

IMPORTS AND COUNTRIES OF ORIGIN.

The following table gives the imports of some of the principal classes of footwear for the years 1914, 1915, and 1916 by country of origin, number of dozen pairs, and value:—

Countries.	1914.		1915.		1916.	
	Dozen pairs.	Value.	Dozen pairs.	Value.	Dozen pairs.	Value.
		\$		\$		\$
Children's boots and shoes Nos. 0-6:—						
United Kingdom.....	21,409	97,982	18,718	88,526	24,500	156,915
Canada.....	3	19	21	131	19	73
France.....	78	204	8	78	644	7,441
Japan.....					1,378	3,197
United States.....	22	78	15	58	22	161
All other countries.....	141	448		5		
Total.....	21,653	98,63.	18,762	68,798	26,561	167,787
Goloshes and overshoes of rubber, gymnasium shoes, etc.:—						
United Kingdom.....	24,167	86,624	24,729	86,667	21,492	88,809
Canada.....	3,169	22,746	2,690	17,695	3,068	19,408
France.....	216	516	30	228		
Sweden.....	71	326	283	1,120	113	389
Japan.....	18	29	116	418	736	2,151
United States.....	2,850	17,807	2,406	15,014	1,546	9,426
All other countries.....	100	418	10	29	80	146
Total.....	30,582	128,466	30,264	121,181	27,036	120,329
Gum boots:—						
United Kingdom.....	223	11,247	100	5,270	56	3,582
Canada.....	360	11,688	308	8,754	285	8,739
Australia.....	14	743	24	1,732	3	200
United States.....	1,272	48,945	1,286	45,550	1,029	38,947
All other countries.....		19				
Total.....	1,869	72,642	1,719	61,307	1,373	51,459
Men's, women's, and youths' boots and shoes:—						
United Kingdom.....	80,677	1,498,372	74,600	1,363,979	68,949	1,347,344
Canada.....	5	141	208	2,797	76	880
Australia.....	200	5,270	813	25,802	2,480	92,858
Austria.....	579	5,815	13	117		
Switzerland.....	372	6,516	376	8,243	389	9,864
United States.....	1,311	44,066	1,026	37,482	4,172	128,651
All other countries.....	384	3,007	122	1,494	202	1,557
Total.....	83,527	1,563,187	77,158	1,439,814	76,278	1,581,154

It will be noted that the United States has supplied practically none of the children's boots and shoes, the United Kingdom having supplied very nearly all of this line; but it would seem that American manufacturers might get a fair portion of this trade if the market was carefully studied and an effort made to cater to the customs of the country.

In goloshes and rubber overshoes American manufacturers have done better, but do not seem to be holding their own, having lost a considerable portion of this trade during 1916. There is a good business here in this line, and it would seem American interests might get a greater proportion of this trade.

SUPERIORITY OF AMERICAN GUM BOOTS—MEN'S AND WOMEN'S SHOES.

In gum boots the United States practically controls the market, but with quite a falling off in the trade of 1916. The American gum boot is considered better than any other, unless it be the Canadian boot.

Under the heading "Men's, women's, and youths' boots and shoes," the United Kingdom supplied a large proportion of the imports which showed quite a decline, however, during 1916, as compared with 1914, while the United States made a marked gain during the same period. The imports from the United Kingdom in 1914 averaged about \$18 per dozen pairs, while those from the United States in 1914 averaged about \$34 per dozen pairs. In 1916 the imports from the United Kingdom averaged a little less than \$20 per dozen pairs, with the American average at about \$32 per dozen pairs. Only the better grades of American shoes can be imported into New Zealand at a profit, owing to the high preferential duty; and in fact the general duty is so high that it has a tendency to reduce the imports in the main. For that reason more and better shoes are being manufactured in New Zealand from year to year, but not of the better grades.

AMERICAN SHOE MANUFACTURERS SHOULD EXTEND THEIR TRADE.

American manufacturers of boots and shoes should be able to get a much larger proportion of the business, since the exports from the United Kingdom are largely curtailed, and American shoes stand well. In fact, the writer is told that it is difficult to keep them in stock, because they are readily bought when placed in show windows. It would seem that it would pay to open a distributing agency, either in Auckland or Wellington, similar to those established here for British manufacturers, where hundreds or thousands of samples are kept from which to order.

Importers of shoes generally pay against documents at port of discharge, and it would be well for American shoe manufacturers to meet these terms, if not to allow 30 to 60 days.

DUTIES ON BOOTS AND SHOES.

Children's boots and shoes, Nos. 0-6, enter free of duty from the United Kingdom and possessions, but are subject to a duty of 10 per cent ad valorem when imported from all other countries, also a 1 per cent war tax, which is collected on all imports into New Zealand. Goloshes and overshoes of rubber, gymnasium shoes, etc., pay a duty of 22½ per cent from the United Kingdom and possessions and 11½ per cent additional from all other countries, plus the war tax. Gum boots enter free of duty from all countries, with the exception of the war tax.

Men's boots and shoes above size No. 5 pay a duty of 36 cents a pair and 15 per cent from the United Kingdom and possessions, with 18 cents a pair and 7½ per cent additional from all other countries, plus the war tax. Youths' boots and shoes above size No. 1 pay a duty of 24 cents a pair and 15 per cent from the United Kingdom

and possessions, and 12 cents a pair and $7\frac{1}{2}$ per cent additional from all other countries, plus the war tax. Boys' boots and shoes, Nos. 7-1, inclusive, pay a duty of 12 cents a pair and 15 per cent from the United Kingdom and possessions, and 6 cents a pair and $7\frac{1}{2}$ per cent additional from all other countries, plus the war tax. Women's boots and shoes above size No. 1 pay 24 cents a pair and 15 per cent from the United Kingdom and possessions, and 12 cents a pair and $7\frac{1}{2}$ per cent additional from all other countries, plus the war tax. Girls' boots and shoes, Nos. 7-1, inclusive, pay 12 cents a pair and 15 per cent from the United Kingdom and possessions, and 6 cents a pair and $7\frac{1}{2}$ per cent additional from all other countries, plus the war tax. Other kinds of boots and shoes pay a duty of 24 cents a pair and 15 per cent from the United Kingdom and possessions, and 12 cents a pair and $7\frac{1}{2}$ per cent additional from all other countries, plus the war tax.

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Your Part in the War

Every one must play some part in the war.

What part are you playing?

If you can't get in the firing line of battle, get in the firing line of finance—help the nation win—Buy a VICTORY Bond!

Every bond bought is just so much ammunition in this war for Liberty and Democracy. Every bond bought brings victory nearer. Every bond bought makes peace sooner and surer.

Do your Part! Buy a Victory Bond!

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending November 16, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	1,259,909	350,639	125,961		1,736,509
Consolidated Elevator Co.	556,522	173,808	35,117	73,464	838,911
Empire Elevator Co.	500,009	267,381	41,033	22,409	830,832
Ogilvie Flour Mills Co.	649,079	64,311	27,829		741,219
Western Terminal Elevator Co.	874,693	97,155	4,464	59,559	1,035,871
G.T. Pacific	1,190,542	1,417,846	77,637	30,179	2,716,204
Grain Growers' Grain Co.	850,477	528,927	81,433		1,460,837
Fort William Elevator Co.	451,567	272,477	65,597	49,563	839,204
Eastern Terminal Elevator Co.	504,118	91,473	11,073		606,664
Port Arthur—					
Port Arthur Elevator Co.	915,338	736,123	299,667	56,746	2,009,874
D. Horn & Co.	86,178	75,197	13,721	82,805	257,901
Dominion Government Elevator	496,107	321,859	43,097	80,609	941,672
Thunder Bay	451,368	212,284	40,066	28,788	732,506
Davidson & Smith	396,828	136,739	63,997		597,664
Total Terminal Elevators	9,182,735	4,746,219	930,692	486,122	15,345,768
Saskatoon Dom. Govt. Elevator	2,942	234,768			237,710
Moosejaw Dom. Govt. Elevator	88,991	122,751	641	363	212,746
Calgary Dom. Govt. Elevator	78,427	108,390	6,763	1,885	195,465
Vancouver Dom. Govt. Elevator	4,010	4,055	210		8,275
Total Interior Terminal Elevators	174,370	469,964	7,614	2,248	654,196
Depot Harbour	75,619				75,619
Midland—					
Aberdeen Elevator Co.	415,604				415,604
Midland Elevator Co.	165,922	85,200	110,000		361,122
Tiffin, G.T.P.	867,440	9,620	90,917		967,977
Port McNicol	1,681,422	122,287	171,586		1,975,295
Collingwood					
Goderich Elevator and Transp.	379,253	149,390			528,643
Western Canada Flour Mills Co. Ltd.	383,783				383,783
Kingston—					
Montreal Transportation Co.	652,639				652,639
Commercial Elevator Co.					
Port Colborne	1,192,045	99,046			1,291,091
Prescott					
Montreal—					
Harbour Commissioners No. 1.	865,917	102,661	69,898		1,038,476
" " No. 2.	1,711,320	49,418	41,758		1,802,496
Montreal Warehousing Co.	1,407,375	39,991	177,788	8,341	1,633,495
Quebec Harbour Commissioners	1,855	14,525			16,380
West St. John, N.B.	604,829	13,471			618,300
Halifax, N.S.	32,076				32,076
Total Public Elevators	10,437,099	685,609	661,947	8,341	11,792,996
Total quantity in store	19,794,204	5,901,792	1,600,253	496,711	27,792,960

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended November 16, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—				
No. 1 Hard	36,196	117,387	153,583	
No. 1 Northern	3,177,698	71,247	5,820,101	9,069,046
No. 2 "	2,433,283	23,773	1,935,642	4,392,698
No. 3 "	1,554,912	32,920	1,119,919	2,707,821
No. 4 Wheat	486,445	7,749	741,738	1,235,932
No. 5 "	359,059	12,648	163,159	534,866
No. 6 "	278,070	12,738	30,514	321,322
Other	857,002	13,295	508,630	1,378,936
Totals.....	9,182,735	174,370	10,437,099	19,794,204
Oats—				
No. 1 C. W.	12,453	26,980	39,433	
No. 2 "	1,543,271	128,137	174,885	1,846,293
No. 3 "	265,632	34,240	219,077	518,949
Ex. No. 1 Feed.....	652,412	149,738	23,412	825,562
No. 1 Feed.....	750,493	95,420	25,081	870,994
No. 2 "	885,633	22,507	57,303	965,443
Other	636,325	39,922	158,871	835,118
Totals.....	4,746,219	469,964	685,609	5,901,792
Barley—				
No. 3 extra C. W.	4,531		4,531	
No. 3 C. W.	184,261	3,590	255,721	443,572
No. 4 "	385,366	2,078	219,427	606,871
Feed	111,478	1,946	65,116	178,540
Rejected.....	137,635		42,768	180,403
Other	107,421		78,915	186,336
Totals.....	930,692	7,614	661,947	1,600,253
Flax—				
No. 1 Northwestern Canada	403,617	2,004	8,341	413,962
No. 2 C. W.	31,122	162		31,284
No. 3 "	4,191	12		4,203
Rejected.....				
Other	47,192	70		47,262
Totals	486,122	2,248	8,341	496,711
Corn				
Total quantity in store.....	15,345,768	654,196	11,792,996	27,792,960

**Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior
Terminal Elevators, and Public Elevators in the East, on November 16, 1917,
with comparisons for three years.**

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>November 16, 1917—</i>			
Terminal elevators	9,182,735	6,163,033	15,345,768
Interior terminals	174,370	479,826	654,196
Public elevators in the East	10,437,099	1,355,897	11,792,996
Total	19,794,204	7,998,756	27,792,960
<i>November 17, 1916—</i>			
Terminal, elevators	12,752,820	7,082,387	19,835,187
Interior terminals	499,584	119,715	619,299
Public elevators in the East	6,710,548	9,414,159	16,124,707
Total	19,962,932	16,616,261	36,579,193
<i>November 19, 1915—</i>			
Terminal elevators	17,932,173	4,991,011	22,923,184
Interior terminals	237,390	58,298	295,688
Public elevators in the East	5,238,739	2,930,684	8,169,453
Total	23,408,302	7,979,993	31,388,295
<i>November 19, 1914—</i>			
Terminal elevators....	5,907,878	3,589,023	9,496,901
Interior terminals	678,656	199,071	877,727
Public elevators in the East	7,162,234	2,570,776	9,733,010
Total	13,748,768	6,358,870	20,107,638

TENDERS INVITED.**South Africa.****DEPARTMENT OF POSTS AND TELEGRAPHS.**

The Canadian Trade Commissioner in Cape Town, Mr. W. J. Egan, has forwarded to the Department of Trade and Commerce copies of indent No. 151, issued by the Department of Posts and Telegraphs of the Union of South Africa and recently transmitted to the High Commissioner for South Africa in London. Interested manufacturers will note that this indent is not to be executed until after the termination of the war. The requirements represented in the indent include such items as galvanometers, single and double-current keys, circular carbon protectors, wheatstone receivers, relays, sounder screens, wheatstone transmitters, magneto bells, terminal blocks, terminal boxes, pay station telephone apparatus, repeating coils, distributing frames, lightning protectors, protectors with carbons and fuses, jacks, receivers, switches, switchboards, frames, cross-connecting fields, battery boxes, protector strips, test plugs, telephone (magneto wall, central battery wall, central battery table), telephonometers, telurs, test sets, galvanized iron arms, galvanized bolts, brackets, cement, clamps, clips, connectors, insulators, spindles, cupholders, washers, manhole covers, milonite nails, cast-iron pipes, copper plates, sheet iron plates, plumbers' metal, iron tapered telegraph poles, screw rings, lightning rods, parallel poles, cable suspension rings, salamac, lead sleeves, paper sleeves, solder resin, tinman's solder, stay rods, pole steps, tape, copper tapes and binders, copper wire, galvanized iron wire, barbed wire, steel suspension wire, vulcanized india-rubber wire, braided indoor wire, bridle wire, flameproof wire, aerial vulcanized india-rubber cable, underground telephone cable, armoured telephone cable, silk and cotton telephone cable, switchboard cable, aerial telephone cable. These requirements should be of service in pointing out to Canadian manufacturers the necessity of representation in South Africa or London. This indent may be seen at the Department of Trade and Commerce. (Refer File No. 18760.)

**Prove Up on Your Citizenship—Show
You're a Patriot by**

**Investing your money in Canadian
Victory Bonds**

INQUIRIES RECEIVED BY THE BRITISH TRADE COMMISSIONER IN CANADA.

By a reciprocal arrangement between the British Board of Trade and the Canadian Department of Trade and Commerce, the *Weekly Bulletin* will publish regularly inquiries received from British export houses which wish to open connections in Canada. The addresses and other information regarding these inquiries can be obtained by writing to the British Trade Commissioner in Canada, 363 Beaver Hall square, Montreal, referring to British Trade Inquiry reference numbers given below.

Invention for making acetic acid.—An English firm of engineers, owning a new process for the manufacture of acetic acid by wood distillation desires to get into touch with Canadian firms who are likely to be concerned in the erection of new plant, or are considering the extension or modification of their existing installations. (Address British Trade Commissioner in Canada, 363 Beaver Hall square, Montreal, referring to British Trade Inquiry reference No. 2899.)

Surgical instruments.—A London (England) firm, manufacturing surgical instruments and druggists' sundries, wishes to appoint agents in the various provinces of Canada for the sale of such goods. (Address British Trade Commissioner in Canada, 363 Beaver Hall square, Montreal, referring to British Trade Inquiry reference No. 2900.)

EVERY MAN

Owes it to himself—to his family—to his friends—to his country—to buy a VICTORY Bond. Do your duty in November. Be one of the first to subscribe.

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1468. **Remnants.**—A wholesale commission agent in St. John's, Newfoundland, asks to be put into communication with Canadian exporters of remnants known as fents, or pound goods, for which there is said to be an enormous sale in this market.

1469. **Bags.**—A merchant in Curacao, Dutch West Indies, wishes to secure supplies of second-hand bags measuring, more or less, 30 or 35 by 45 inches. Samples and prices are invited.

1470. **Agency.**—A firm of Government contractors in South Africa who are also contractors for a number of large concerns throughout the country wish to arrange to act as agents for Canadian motor-cars, tires and tubes and motor-cycle tires. They are particularly anxious to make connections for after-the-war business.

1471. **Potatoes and hay.**—A firm of brokers in Chicago would like to get into communication with Canadian shippers of potatoes and hay in carload lots.

1472. **Macaroni.**—A Glasgow house invites Canadian manufacturers of high-grade macaroni to forward samples and quotations to their house in India.

1473. **Acetate of cobalt and manganese.**—A London company asks to be placed in touch with Canadian producers of acetate of cobalt and of manganese, who can offer supplies.

1474. **Washboards.**—A Glasgow firm who import washboards would be glad to hear from Canadian manufacturers seeking business after the war.

1475. **Raw potash felspar.**—A Midlands company asks to be placed in communication with Canadian producers of raw potash felspar who are favourably situated for export to the United Kingdom.

1476. **Confectionery.**—An important drug store in Barbados would like to import Canadian confectionery.

1477. **Cocoa.**—Canadian exporters of cocoa are asked to communicate with an old-established drug store in Barbados.

1478. **Teas.**—A Barbados firm wishes correspondence with Canadian exporters of tea.

1479. **Cotton linters.**—A cotton factory in Barbados is desirous of finding a market in Canada for cotton linters.

1480. **Plywood.**—A Glasgow firm of timber importers wishes to get into communication with Canadian firms in a position to handle large orders of 3-plywood, for present or after-the-war business.

1481. **Birch planks.**—A Glasgow firm of timber importers wishes to get into communication with first-class firms of exporters of the above, with a view to post-war business.

1482. **Wire for bedstead manufactures.**—A firm of Birmingham, Eng., bedstead manufacturers requires large quantities of wire of the following kinds: Coppered hook wire; bright spring wire; galvanized mat wire; tinned hood wire; 104 bright spring wire, quality as the japanned spring; galvanized strip. Further particulars and samples of wires may be had on application to Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

Help to End the War

If we can't fight, our dollars can. Send your dollars to the front by buying Victory Bonds — as many as you can.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, Via Carlo Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.* (Exports from Canada to Holland are at present prohibited).

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Contracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighting, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Address, Sontums.* (Exports from Canada to Norway, Sweden and Denmark are at present prohibited.)

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
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Statistical Record of the Progress of Canada.
Tonnage tables.
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- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

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Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00, paper cover, 75 cents.*)

*Canada Year-Book. (*Price, \$1.00.*)

*Census Returns. (*Price of volumes vary.*)

*Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

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WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, DECEMBER 3, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

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The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, December 3, 1917.

No. 723

BRITISH RESTRICTION OF IMPORTS.

CHRISTMAS PARCELS.

In response to a cable inquiry from the Department to the Canadian High Commissioner in London as to whether Christmas parcels containing foodstuffs, including sugar, tea, coffee, etc., boots, wearing apparel, and other articles, would be permitted entry into the United Kingdom from Canada, first, for the general public, and second, for Canadian soldiers, a reply was received as follows:—

“Your cable twenty-fourth import restrictions, Department decline permit entry Christmas parcels for civilians. Will allow importation parcels strictly limited weight and size for Canadian expeditionary force.”

PROHIBITED EXPORTS FROM CANADA.

With further reference to the Order in Council which appeared on page 1175 of *Weekly Bulletin* No. 722, respecting the prohibition of exports of food products from Canada, the subjoined is a list of articles which are by the said Order in Council prohibited from being exported to all destinations abroad other than the United Kingdom, British possessions and protectorates:—

Animal fats.
Butter.
Castor oil.
Castor beans.
Cocoanut, desiccated.
Cheese.
Cod liver oil.
Condensed milk.
Copra.
Corn (maize).
Corn flour.
Corn meal.
Cottonseed meal.
Corn oil.
Cottonseed oil.
Criscoe.
Dry Blood.
Dry paste flour.
Fats, all.
Glycerine.
Glucose.

Grease of animal or vegetable origin.

Hoof oil.

Hulls fodder.

Lard.

Lard compound.

Linseed oil.

Linseed.

Live stock.

Malt.

Meats, all.

Meat juice.

Meats and fats, including poultry, cottonseed oil, corn, oil, copra, desiccated cocoanut, butter, fish (fresh, dried and canned), edible or inedible grease of animal or vegetable origin, linseed oil, lard, tinned milk, peanut oil, peanut butter, rapeseed oil, tallow, tallow candles, stearic acid, pigtails.

Fertilizers, including cattle and sheep manure, nitrate of soda, poudrette, potato manure, potassium salts, land plaster, potash, cyanide, phosphoric acid, phosphate rock, superphosphate, chlorate of potash, bone meal, bone flour, ground bone, dried blood, ammonia and ammonia salts, acid phosphates, guano, humus, hardwood ashes, soot, anhydrous ammonia.

Fish.

Flax.

Flour.

Food grains, flour and meal therefrom.

Fodder and feeds.

Pigeons, carrier and others.

Philchards, canned.

Poultry.

Rapeseed oil.

Rice.

Rice flour.

Rolled oats.

Rye.

Sago flour.

Samp, Indian corn.

Syrup.

Milk, tinned and powdered, not fresh.

Molasses.

Neat's-foot oil.

Nestle's Food (infants).

Oats.

Oatmeal.

Oil cake.

Oil-meal cake.

Peanuts.

Peanut butter.

Peanut oil.

Soap, soap powder.

Stearine.

Stearine acid.

Stearine acid candles.

Sugar.

Sugar of milk.

Sulphurated castor oil.

Tallow.

Tallow candles.
Vegetable oils.
Wheat, wheat flour.

Provided that licenses permitting the exportation of the goods herein described may be issued by the Minister of Customs under regulations framed by the Food Controller of Canada, approved by and issued under the authority of the Governor in Council, to countries in alliance with the British Empire and having armies in the European field.

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. Norman D. Johnston.*)

BRISTOL, October 18, 1917.

POINTERS IN TRADING WITH GREAT BRITAIN.

It is certain that Canada can find a remunerative market in Great Britain for many commodities which have been formerly imported from other countries, some of which are now our enemies. The feeling in this country is very much in favour of trading within the Empire as much as possible, thus making the conditions very favourable for the introduction of Canadian products. The people of Great Britain in general are quite willing and even desirous of buying Canadian goods, and it only remains for Canadians to cater to the requirements and customs of the market and to sell good quality articles at competitive prices.

Most countries have certain methods of trading to which they are accustomed and Great Britain is no exception to the rule. It therefore behoves any Canadian manufacturer who wishes to develop an export trade with the United Kingdom, where there are many old-established firms, and where the people are more or less conservative, to make himself familiar with these methods and try as far as possible to do business along accustomed lines.

Those firms who have been engaged in supplying grain, bacon, butter, cheese and certain other commodities for a number of years already know the requirements and the methods of doing business in this market, but to those who have not done an export business of any extent or to those who are contemplating the shipment of goods to this market in the future, the appended information will be of interest and it is hoped will be used to good purpose.

THE MARKET SHOULD BE INVESTIGATED.

Firms who are planning to export certain commodities to Great Britain should first of all thoroughly investigate the market in order to ascertain the conditions prevailing, such as the supply and demand, the kinds and varieties required, the quantities sold, the usual sources of supply, prices, customs duties, freight, insurance and all possible information. They will then be able to tell whether there is an opening for their goods and whether they can compete or not in the market. In regard to these matters the Trade Commissioner can assist the manufacturer very considerably as he is himself in constant touch with the market conditions and can get the expert opinions of the principal gentlemen engaged in the different trades.

Englishmen are not back-numbers as some people appear to think. They are keen business men and appreciate business-like qualities in others.

REQUIREMENTS HAVE TO BE CATERED TO.

The firms who have made and will make a success in foreign trade are those who cater to the requirements of the market. The time when we tried to sell in other countries those products which were suitable in Canada irrespective of the needs of prospective customers or the special conditions in other countries has passed. The aim in developing a permanent export business should be to supply the products needed and preferred in the United Kingdom, or other countries, whether they are the kinds used in Canada or not. Very often a small and seemingly insignificant feature in an article will be a very important factor in determining whether that commodity will find a large or small sale.

REPRESENTATION.

It is useless to send out lists from Canada and expect buyers to purchase and pay cash against documents. If a good and lasting export trade is desired the two best methods to develop business are to send over to the United Kingdom a representative who is thoroughly familiar with the production of the article, prices and all facts relative to its sale, or to appoint a good well-known reliable agent in this country who has a good connection in the trade. Firms like to buy through agents here as in case anything is wrong with the shipment there is some one to see on the spot. In this latter method the Trade Commissioner can assist very materially in putting a Canadian manufacturer in touch with English concerns interested in any special line of business.

METHODS OF DEALING WITH AGENTS.

There are two principal methods of dealing with agents. The first is to send the goods to the agent on consignment, and the second is to have the agent take orders for the products, which orders are sent to the manufacturer, and the goods are shipped, cash against documents generally, direct from Canada to the customer in the United Kingdom. Both of these arrangements are pursued as some firms prefer one method and some the other.

GOODS ON CONSIGNMENT.

If a Canadian house has a good reliable agent it is often very desirable to send the goods on consignment. The agent can then obtain the highest possible price. A commission, which has previously been agreed upon, is allowed on all sales. This arrangement enables a stock to be kept in the country. Some concerns have found that this method works extremely well.

If business is done on the consignment basis an arrangement should be made with the agent that once a week, say Monday, he should send an account of the sales during the week at the actual prices he receives and the proceeds should be paid into the bank on the due date. A stipulation should also be made that the books of the agent shall be examined periodically, say once a year, by a chartered accountant and a certificate issued as to the correctness of the accounts.

It might be stated here that it does not follow that because goods are sent on consignment that no orders would be sent for direct delivery. A stock in the United Kingdom enables the agent to supply customers with goods for their immediate requirements and if the commodities sell in quantities the agent could arrange for direct shipments from Canada to the larger buyers.

STOCK IN UNITED KINGDOM OF GREAT ASSISTANCE.

In normal times the facilities for obtaining supplies in the United Kingdom are so good that many buyers will not wait the necessary time to get goods direct from Canada. The retaining of a stock in this country is therefore of great importance. Some houses think that this means a locking up of a considerable amount of money, but the transit between the United Kingdom and Canada is so good in normal times

that, after the trade has been started and a demand for particular goods has been created, there is no reason why regular weekly shipments amounting to the estimated quantity usually required should not be made. Capital would not then be locked up for very long.

There is the strongest objection here to buy proprietary articles unless a regular supply can be assured. Retailers are naturally not going to introduce an article unless they are sure they can get a supply when they want it. They prefer to sell advertised articles, upon the supply of which they can rely, even at a smaller profit.

Reputable travellers, also, will not induce their customers to take goods the supply of which is uncertain. As an instance of this, the managing director of the firm here who handles Canadian goods stated quite recently that his best traveller absolutely refused to sell two different classes of Canadian products unless a certain guarantee could be given that the goods would be continuously supplied.

SAMPLES SHOULD BE ON SHOW.

It will perhaps be considered that a consignment business is not desirable and the second-named method of dealing with the agent, in which orders are taken for direct shipment from Canada to the English customer, will be preferred. In this case samples should first of all be sent, wherever possible, to the agent so that they can always be on show. It is impossible to do business without samples and yet instances could be cited where houses imagine that an illustration is all sufficient although their goods were of a nature which might easily be represented by samples.

CASH AGAINST DOCUMENTS.

There is no use trying to do a good business on letters of credit. Buyers are generally quite willing to pay cash against documents in Great Britain, but even here they want to know the exporting house and the goods they sell before even doing business on these terms. A reliable agent representing the Canadian exporting house would of course help matters.

As an example of this, a Canadian firm sent over a man to sell goods in this country on a cash against document basis. He found that although the majority of the houses were willing enough to pay cash for goods, they wanted to see the shipment and check the invoices before paying. The matter was eventually compromised by drawing on the buyer for 90 per cent of the value on arrival of the documents and the balance of ten per cent was paid when the products had been examined. Quite a good deal of business is done on this basis of allowing ten per cent until the goods are examined. Documents often arrive some time before the goods reach their destination; consequently the money has to be paid in these instances some weeks before the goods are received and in normal times the buyers object to this. One firm has a stipulation in all bills drawn on them by the Canadian concern with whom they deal that the payment is to be made on the arrival of the goods. This does away with the last-named objection.

CARE IN THE PASSING OF BILLS.

Great care should be taken in the passing of bills through the banks. No bills ought to be passed on customers in the United Kingdom unless there is a clear understanding on the subject as the banks are not made use of for this purpose in the way they are in Canada. People here are not accustomed to this method of collecting bills and unless there is a distinct understanding beforehand with the customer it might lead to a misunderstanding which would be very detrimental to business. The manager of one of the banks here states that there has been considerable trouble with Canadian houses on this point.

CUSTOMERS SHOULD NOT BE OVERLOOKED.

Canadian manufacturers should warn their representatives or agents not to overload a customer with their goods. Some travellers want to "do it now." They may want to make a sale to-day and let to-morrow take care of itself. This often leads to overloading a buyer, and when the traveller calls again the stock remains unsold. It is the custom for a good traveller in Great Britain to build for the future. He does not rush his customer and tries to get his buyer's confidence, and although he may not turn in such large orders all at once he usually does a better trade in the long run.

ADVERTISING.

It really depends upon the kind of product which it is desired to sell whether it is wise to go in for extensive advertising. In the case of most manufactured articles good advertising assists very considerably in creating a demand as it brings the product before the notice of the public and materially helps the sale of the article. Very many large businesses have been developed by extensive advertising. It depends upon the firm concerned whether they have the money to devote to advertising or not. In some lines it is necessary to advertise if they are to compete successfully against the products of other countries who are advertising on a very large scale in order to develop the British market. If it pays these other firms to advertise there is no reason why it should not pay Canadian houses to do likewise. The advertising of natural products co-operatively has also been pursued by firms in certain countries with good results.

LETTERS MUST BE ANSWERED PROMPTLY.

One of the most important factors, and one which it is desired to impress on Canadians more than any other in developing an export trade, is the prompt replying to letters. The neglect of correspondence on the part of Canadians has been mentioned by English firms more than any other feature in connection with their trade with Canada. Instances have been complained about where Canadians have not even taken the trouble to reply to long, urgent cables because they could not supply the products required. As an instance of neglect of correspondence the manager of a Bristol firm who represents several Canadian houses stated two weeks ago that if this state of things, that Canadians would not answer letters, continued he would give up Canadian business altogether. He represents high-class Canadian firms and yet could not get even an acknowledgment of letters enclosing remittances of money for goods sold. During the months of May, June and July he sent 107 letters to Canada, about 90 of which required answers. He has received only 32 answers, 15 of which were received from one firm which always answers its letters. The other concerns practically ignored all correspondence. This is just one instance of many. It is realized that many Canadian houses have been extremely busy on war orders, but if they wish to build up a trade for the future there is no excuse for this neglect of correspondence. Agents, especially, like to be kept informed as to conditions and what is being done in Canada, and they soon get discouraged if the Canadian firm they represent will not answer letters. Canadian houses should also communicate with their agents every little while in order to let them know that they are interested in their endeavours and will back them up in their efforts. This is the only way to keep the agents enthusiastic, and unless they are enthusiastic the agents will not be able to give of their best in the sale of their products. Above all, letters must be answered promptly, fully and courteously if a large and continuous export trade is to result.

QUOTATIONS.

Quotations should always be based on f.o.b. Canadian port or c.i.f. United Kingdom port terms. Importers prefer c.i.f. terms as it enables them to estimate the cost of landing the products and to compare prices with those submitted from

other sources. It is very difficult to obtain the freight rates on this side, and it is very easy for Canadian manufacturers in normal times to add insurance and freight charges to their other costs when sending quotations. In cases where f.o.b. quotations are given, they should be f.o.b. seaport and it is essential to give the outside measurements of the packages in order that the marine freights may easily be computed by the buyer. When prices are sent f.o.b. some inland point they are of absolutely no use to the importer as he does not know the cost of carrying the goods to the seaport. Exporters from other countries send c.i.f. United Kingdom port quotations in most cases, while at other times f.o.b. seaport terms are given, and Canadians will have to do likewise if they wish to compete in the market.

C.I.F. TERMS.

Much misunderstanding has been experienced between buyers and shippers at different times in connection with the c.i.f. quotations. The principal points, subject of course to confirmation or alteration based on a distinct understanding between the Canadian exporter and the English importer, are as follows:—

In c.i.f. quotations the price should include the cost of the goods up to the time that they are placed on board ship at the ocean port, the freight, marine insurance and any other charges to the port in the United Kingdom. The merchandise travels for account and risk of the buyer after the goods have been shipped. The shipper's obligation to deliver the goods ceases when they have been shipped and he is not responsible for their arrival at British port or for damage while crossing or during unloading. In the case also of accidents, fires, floods, strikes or difficulties in transport, or in the event of postponement or interruption of transport services, or other causes beyond the control of the shipper, he does not assume responsibility.

F.O.B. TERMS.

Quotations have been and are being received from Canadian firms with prices "f.o.b. mills," "f.o.b. steamer," "f.o.b. wharf," and other concerns simply quote "f.o.b.," without specifying their meaning of the term. When f.o.b. terms are given, the quotation should be based on f.o.b. steamer terms as the United Kingdom importer is accustomed to have the term "f.o.b." mean "free on board steamer" at Canadian port and all charges up to the time the goods are placed on board the steamer are put to the seller's account. The f.o.b. terms are held to be for the benefit of the buyer and the obligation and responsibility rests with the shipper until the goods are actually in the hold of the vessel. Incidental expenses, such as cartage from the cars to the vessel and shipping charges are for the account of the exporter.

English Currency.

Quotations should, wherever possible, be made in terms of English currency. It is more difficult to do this in war time as the rate of exchange is so variable, but in normal times it is a simple matter to quote in English money. If this method is pursued it will help very materially in interesting buyers in the products offered.

PROMPT MAILING OF SHIPPING DOCUMENTS.

Canadian exporters should always be sure that the shipping documents are either mailed or negotiated through the bank without any loss of time in order that they may arrive on this side before or at least as soon as the arrival of the shipment. It is very disturbing to importers to have goods enter the port without having received beforehand a notification of their arrival or the shipping documents to hand.

CARE IN PACKING.

Great care should be taken in the packing of any goods destined for the United Kingdom market in order to ensure their arrival in good condition. The arrival of goods in a bad condition is very detrimental to their sale. The methods of packing similar products exported from other countries to Great Britain should be studied and the method ascertained which gives the greatest satisfaction to British buyers. If possible these methods should be improved upon. It is not only the security of the package that is required, but very often it is the shape and size of the package, box or case which counts very considerably in bringing greater small sales. Any number of examples could be given but space will not permit. Flat round tin cans, for instance, should not be packed loosely as they are very difficult to handle when doing them up in small parcels for distribution. They should be done up in small cardboard boxes containing a certain small number of tins and these small boxes should be put in a large wooden box for shipment overseas. It is surprising how much time can be saved and increased satisfaction given to the importer by a little foresight in the method of packing.

CORRECT WEIGHTS.

Care should also be taken in seeing that the correct weight or amount is always put in the box or package as a shortage discovered by the buyer is almost sure to lead to distrust. Recently a shipment arrived from Canada each box of which was discovered to be short weighted. The result was that it was very difficult to get rid of the goods and a loss was experienced by the Canadian exporter. It would have cost very little more to have filled the boxes to correct weight; the freight and cartage would have been about the same; a profit would have been the result; the importer would have been pleased, and the market would have been opened for future supplies.

Criticism has also been directed against Canadians for weighing in wrappers and other things used in packing and charges made on the gross weight treated as net weight. The European method is to charge net weight only and the weight of the wrappers, etc., is dead weight, deducted from the gross weight, the balance being the net chargeable weight. The buyers here are accustomed to this method and Canadian exporters should adopt this system if a continuity of trade is desired.

FREIGHT CHARGES ON BILLS OF LADING.

On f.o.b. shipments it is customary in Great Britain when charging freight to the customer to charge only the actual amount paid to the shipping companies. Continental firms observe this method. It is stated, however, that bills of lading connected with certain shipments from Canada frequently do not show the rate of freight per cubic foot or per ton dead weight, and some simply state "at contract rate," showing only the aggregate amount of freight for the shipment. It is thus impossible for the English importer to check the amount of freight mentioned on the invoice. This matter should be carefully attended to if it is wished to fully develop the market.

THE FULFILLING OF CONTRACTS.

It is absolutely necessary if a basis of confidence is to be established that all contracts undertaken should be fulfilled to the letter. Some Canadian firms exporting to the United Kingdom have given entire satisfaction with regard to their treatment of the English importers to whom they have sold their products, but serious criticism has been directed against the method of other Canadian concerns in dealing with contracts. Firms making contracts should take into consideration the actual capacity of their plant. The opinion is expressed here that certain Canadian houses doing business with Great Britain have largely oversold their possible production, with the result that shipments have been delayed and details have been ignored. In two cases recently

the British importers got so disgusted with the way they were being treated by the Canadian firms with whom they were dealing that they cancelled the orders altogether, and in another instance the English importer had to put the matter in the hands of a solicitor in order to obtain the goods which had been contracted for. The Canadian firm evidently preferred to take advantage of the higher prices ruling than to live up to its contracts. This is not only detrimental to the firm concerned but to Canadian trade in general.

Instances have also been mentioned where firms have not manufactured and supplied the products according to the samples which they had previously submitted and on which the contracts had been given. This is very annoying to the importer, especially if he has been waiting for the goods for some time and has sold the shipment to customers before arrival. In such regrettable instances not only the bonafides of the Canadian exporter but also that of the English importer are called into question, and future orders are not given, as the British buyer cannot afford to have his name associated with unsatisfactory transactions. There is an immense market in the United Kingdom for the products of Canadian plants and there are great possibilities of business developments, but it is essential that in the first place a foundation of confidence between all parties concerned should be established. The trade can only be held by straightforward dealing. A contract having once been taken should be fulfilled exactly according to samples or specifications as rapidly as possible, no matter how the market may change before delivery is completed.

THE PRESENT A GOOD TIME TO MAKE CONNECTIONS.

Now is the time to think seriously of an export trade. No one can tell when the war will be over. It is likely to stop as suddenly as it started and the firm who has made arrangements as to representation and has samples on the spot will be the concern to capture the trade on the close of hostilities, when there will probably be a tremendous demand for all kinds of commodities. Even if the goods are not allowed into the country at the present time, the agent can in all probability get a license to import the samples, and by means of showing them to the principal firms in the trade he can interest them in the products and, if desired, he can very likely take orders for future delivery. Canadian firms should not wait until after the war to make connections and to send samples and other matter over here. They should be sent immediately, or as soon as possible, as the concerns of other countries are appointing agents, sending samples, catalogues, price lists, discount sheets, etc., and are getting ready for an extensive trade after the war. If Canadians are going to obtain their share of the trade, they will have to use this period before the close of hostilities to make all preliminary arrangements.

SAMPLES, CATALOGUES, PRICE LISTS, DISCOUNT SHEETS.

Assistance of the Trade Commissioner.

In conclusion let it be stated that the Trade Commissioner will be only too willing to give any possible assistance to Canadian firms wishing to do an export business in this market. If they will send all information, the condition of the market, and the opinions of the principal firms in the trade, will be ascertained, and, if representation is desired, they will be put in touch with persons or firms likely to be suitable.

In writing it would be wise, if possible, to send samples, but in any case catalogues are necessary; catalogues, however, are of no use unless price lists and discount sheets are included. If the catalogues are of not too expensive an edition it would be well to send half a dozen copies, together with price lists and discount sheets, in order that the matter may be brought to the attention of several different concerns, who if interested like to keep the catalogue as a record. Even if they are not interested

at the present time it is very often beneficial to leave the catalogue as they may require the products at some future date. It is desired to impress upon Canadians that price lists and discount sheets with the catalogues are absolutely necessary. In order that the Trade Commissioner can be of the greatest service in interesting English firms in the products he should be supplied with all possible information.

It is hoped that the foregoing facts will receive the serious consideration of any Canadian firms wishing to develop an export trade, and there is no reason why they should not be successful in creating a large business and maintaining the trade to the satisfaction of both the English importer and the Canadian exporter.

GREAT BRITAIN.

REPORT OF ACTING TRADE COMMISSIONER.

(*Mr. Harrison Watson.*)

LONDON, England, October 19, 1917.

REDUCTION IN RETAIL PRICES OF FOOD.

It is interesting and satisfactory to learn from the announcement made in the official *Labour Gazette* that, resulting from the action taken by the food controller, the general level of retail prices of food was on October 1 considerably lower than a month earlier, to the extent that the general percentage increase since July, 1914, on the standard articles of which the department keeps a record, fell from 106 per cent on September 1 to 97 per cent, which latter is moreover lower than any figure recorded since April last.

The reduction would indeed have been much larger were it not that the present exceptional scarcity of bacon and butter has sent up the price of these commodities to the highest point reached during the war, and amounting to about double the pre-war level.

The decrease is largely due to the introduction of the subsidized "nine-penny loaf" of bread to replace the average price of about 11½d. which has ruled for some months past. While the present price is 22 per cent lower than a month ago, it is still about 55 per cent higher than just before the war. The fall in the price of bread was accompanied by a similar reduction in that of flour.

Another important factor is a drop in the price of British beef and mutton, averaging about 1½d. per pound and 2d. per pound respectively.

Upon the other hand, by a recent milk order, the price of that commodity advanced 1d. a quart, equivalent to about 11 per cent, while eggs, fish and tea were also dearer owing to short supplies.

The following table shows the percentage comparison of the level of prices on October 1, in relation to the normal prices in July, 1914, on the articles selected by the Board of Trade for the purpose:—

Article.	Percentage Increase from July, 1914, to October 1, 1917. United Kingdom.	
	Per cent.	
Beef, British—		
Ribs..	84	
Thin flank ..	111	
Beef, Chilled or Frozen—		
Ribs..	118	
Thin flank ..	147	
Mutton, British—		
Legs..	80	
Breast..	104	
Mutton, Frozen—		
Legs..	133	
Breast..	173	
Bacon (streaky) ..	110	
Fish..	156	
Flour..	52	
Bread..	55	
Tea..	84	
Sugar (granulated) ..	190	
Milk..	78	
Butter—		
Fresh..	99	
Salt..	98	
Cheese..	91	
Margarine..	66	
Eggs (fresh) ..	160	
Potatoes..	40	
All above articles (weighted, percentage increase) ..	97	

It is further stated that there have been substantial increases in almost all other items with the exception of rents, and although the average advance has been less than that of food, it is estimated that the increase in the expenditure of a working-class family including food, rent, clothing, fuel and light is about 75 per cent higher since July, 1914.

The October number of the *Labour Gazette* also publishes information collected from official sources showing the average increase in the retail prices of food in other countries since July, 1914, which it is interesting to reproduce, and as the dates vary, the months to which the figures refer are shown in the case of each country:—

France..	(April)	55
Holland..	(August)	103
Denmark ..	(July)	152
Sweden..	(June)	75
Vienna..	"	212
Canada..	(July)	56
Australia..	(May)	26

THE SCARCITY OF BUTTER AND CERTAIN PROVISIONS.

Owing to the present scarcity of butter and the very uncertain outlook for adequate supplies for some time ahead, prices have still further advanced, and according to the Board of Agriculture butter of all descriptions was dearer in September than in August, British advancing 14s. per cwt.; Irish, 5s. 6 d. per cwt.; Australian, 4s. per cwt., and Argentine, 3s. 6d. per cwt.

As is known the Ministry of Food has assumed control of all butter supplies with the exception of Danish, and while the price for Irish is 238s. per cwt. for creamery rolls, and 234s. per cwt. for factory rolls, and for French unsalted, 230s. per cwt. to 235s. per cwt., the small quantity of Danish which was put on the market last week sold at prices ranging from 420s. per cwt. up to 450s. per cwt. according to the report of Messrs. W. Weddel & Company, Ltd., for the week ending October 19.

This difficult position, due to the cutting off of European supplies and restriction of transportation from Australia and elsewhere, is further affected by the increased price at which milk is permitted to be sold.

Eggs and poultry are also scarce and dear, the present retail price for new-laid eggs being from 8 cents to 9 cents apiece in London, and according to official returns during September British eggs advanced by 1s. 5d., Irish 8d., and Danish 1s. 5d. per great hundred (120).

With first quality British fowls wholesaling at from 4s. 6d. to 7s. apiece, there should be a favourable opening for Canadian poultry of all kinds for Christmas trade, and even in September American fowls have been realizing as much as 1s. 4d. per pound wholesale.

While cheese remained in short supply at controlled figures, bacon, besides being almost unobtainable, increased from the previous month to the extent of Irish 6s. 6d. per cwt., Canadian 7s. per cwt., Danish 6s. per cwt., and American 10s. 6d. per cwt., with hams much dearer.

THE EXTENT TO WHICH RUSSIA SUPPLIED THE UNITED KINGDOM WITH FOOD.

In connection with the present level of food prices and the existing position of Russia, it seems of some interest to again refer to the extent to which Russia previous to the war supplied food and food-stuffs to the United Kingdom, and for this purpose a table has been prepared, giving the quantity of the principal items imported from that country into the United Kingdom during the calendar year 1913, in comparison with the total imported from all sources.

While the dependence for eggs was much greater than in any other article of food and the cutting off of supplies is largely responsible for the existing high prices ruling here, it will be observed that Russia contributed about one-sixth of the butter received, and held the chief position in the frozen poultry business.

Of cereals Russia supplied approaching a third of the total of barley imported, and also substantial consignments of other grains.

The figures regarding wood have also been included in the table, in view of the direct interest of Canada in this trade and the dominating position which Russia held before the war.

IMPORTS OF CERTAIN RUSSIAN PRODUCTS INTO THE UNITED KINGDOM IN THE YEAR 1913, IN COMPARISON WITH TOTAL RECEIVED FROM ALL COUNTRIES:—

	Russia.	Total.
Butter. Cwts.	751,414	4,139,028
Eggs G. hds. (120)	11,453,277	21,579,950
Poultry (dead). Cwts.	119,944	278,465
Barley."	6,105,000	22,439,248
Oats."	2,784,800	18,162,663
Wheat."	5,011,100	105,878,103
Wood (sawn or split). loads.	3,331,872	6,451,023
Pit props"	1,538,714	3,451,328
Woodenware and other manufactures£	806,494	2,937,172

NEWFOUNDLAND.

REPORT OF TRADE COMMISSIONER.

(*Mr. W. B. Nicholson.*)

ST. JOHN'S, NEWFOUNDLAND, November 7, 1917.

TRADE AND FINANCIAL CONDITIONS IN NEWFOUNDLAND.

Although the customs returns have not yet been published it has been learned that the total trade of Newfoundland for the fiscal year ended June 30, 1917, amounted to \$43,700,072, exceeding the previous year's record by \$8,303,243. Imports

were valued at \$21,318,310, and exports at \$22,381,762. Imports from the United Kingdom totalled \$2,620,033, from Canada \$7,412,300, and from the United States \$10,238,899.

Exports to the United Kingdom totalled \$4,836,074, to Canada \$2,042,117, and to the United States \$4,047,842.

During the six years from 1906 to 1911, inclusive, imports from Canada totalled \$24,553,172, being an average, in round figures, of \$4,092,195 a year.

During the succeeding six years, namely, 1912 to 1917, inclusive, imports from the Dominion totalled \$32,687,928, averaging \$5,447,988 a year, or a total increase over the former six years of \$8,134,756.

According to a local trade journal the current year will show a record of prosperity unequalled in the trade and commerce of Newfoundland. The total trade is estimated at fifty million dollars, thirty million dollars being exports and twenty million imports, which will mean \$120 of exports and \$80 of imports a head of the population.

The total of the codfishery from all quarters is estimated at 1,900,000 quintals, valued at \$14,250,000, while other products of the sea, farm and mine will easily bring the total up to the thirty million dollars.

The article continues: "In this country the excess of exports over imports must be regarded as a great sign of prosperity, for the reason that the people have no investments outside the colony, which are returned in the form of gold, and, on the other hand, we have to pay for borrowed capital—mainly interest on our public debt—\$1,700,000. The reason that England and other old countries can have imports exceed exports and be in a sound financial position is that investments abroad in foreign countries, such as railroad stock and mining stock, etc., bring in millions of dollars in gold. In this respect alone England is said to have an income of £700,000,000 sterling from foreign investment. Therefore, as applied to Newfoundland, there is nothing in the argument that a country can only be wealthy when imports exceed exports. We send out more than we receive and the difference goes into the pockets of our producers.

"A shrewd financial authority, who is in close touch with local banking, says that there is \$25,000,000 hoarded in this colony, chiefly in the unproductive stocking of the well-to-do people of the colony, planters and fishermen. How this fact has been ascertained is that the banks during the last twenty years imported that amount of gold from abroad, which, after being paid over the counter to the producers, has not since in the course of trade found its way back to the banks. The people of Newfoundland bury their gold as they do in France, holding it as a precious reserve against future reverses.

"It will be seen, then, that we are in a prosperous condition. The difficulties that confronted the colony and the misgivings that prevailed amongst our exporters about marketing the enormous catch of fish this year have disappeared as the season rolled on. We had ventured this prophecy knowing full well that in this period of stress and war that ample means would be found to carry such a prime article of food as fish to the consumer. The trade has purchased sufficient shipping to convey all our produce to market and to leave not a cod's tail in the stores by the coming of the next fishing season. What is still better, there is no grave difficulty in financing and insuring cargoes and realizing exchange. The local banks have splendidly performed their duty in this crisis of our affairs, and have made it possible for our exporters to move cargoes of fish to market.

"Shipments of fish have been accelerated this year by the knowledge that operated in the minds of the exporters over getting such a large catch to market, so that we are a whole month ahead in shipments.

"In view of the available tonnage of about 126 ships with a carrying capacity averaging 4,000 quintals of dry fish, exclusive of 17 vessels now in course of construction for the foreign trade, and which should be completed by next spring, it is safe to conclude that this year's catch though unusually large, should be marketed before the end of the current fiscal year."

Since January 1, 1916, the number of ships lost by the colony was sixty-seven, fifty-one being locally owned, ten English and six Canadian.

The local price of high grade flour remains unchanged at \$14 to \$15, while lower grades are quoted at \$13.20 to \$13.90. Imports are up to the average, exceeding the same period last year by 20,414 barrels and precludes fear of absolute shortage, fishermen having already been supplied for the winter. Imports to date total 245,020 barrels against 224,606 for the same period last year.

AUSTRALIA.

REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, October 16, 1917.

30,000 TONS OF BUTTER PURCHASED BY GREAT BRITAIN.

In the period from September, 1917, to June, 1918, the British Food Controller has agreed to purchase any quantity up to 30,000 tons of butter on the basis of £7 11s. (\$36.74) per hundredweight (112 pounds), f.o.b. Australia, for first grade, with a reduction of 1s. (24 cents) less for each grade downwards.

All charges and risks until f.o.b. delivery are to be borne by the seller.

The value of the sale which approximates £4,530,000 and the arrangement has relieved the anxiety which existed as to the disposal of the surplus for the coming season.

After receipt in cold storage at shipping port, the Commonwealth Government has arranged to make an advance of 1s. (24 cents) per pound on butter and 7d. (14 cents) per pound on cheese. The Australian offer of cheese at 9½d. (19 cents) per pound—conditional that if a higher price was paid for similar quality of Canadian and New Zealand cheese—f.o.b. has not, so far, been accepted by the Imperial authorities.

REPEAL OF "DAYLIGHT SAVING" LEGISLATION IN AUSTRALIA.

The Commonwealth Parliament has repealed the daylight saving legislation passed last year. A three months' trial, from January to March, 1917, caused considerable objection in the country districts where many farmers held to the old order in conducting their operations.

The opposition of the country people overcame any favour in which the measure was held by workers and residents in towns and cities. Unless the measure is re-enacted at some future time, solar time will prevail over the continent of Australia all the year round. A similar daylight saving law passed by the island state of Tasmania previous to the Federal enactment, is still unrepealed.

IMPORTANCE OF MARKING ON CASES SHIPPED TO CHILE.

(Special Agent Grosvenor M. Jones, in United States Commerce Reports.)

The marking of merchandise for Chilean destination is a matter that demands more careful attention on the part of the American exporter. A few days ago the writer spent the afternoon in the Valparaiso custom house in the company of Senor Don Jorge Welsh, "jefe de movilizacion," making a careful inspection of a great quantity of American goods stored there and of a lot that was being discharged at the fiscal mole from the steamship *Harald*, of the Globe Line. Probably 60 per cent of the cases were well packed, 30 per cent fairly well packed, and about 10 per cent poorly packed. The poor condition of a number of the cases may fairly be attributed to improper stowing in New York and to the fact that the *Harald* is a small steamer and probably rolled a great deal during the voyage. Careful stowing is of prime importance in all ships but more especially in the smaller boats.

The marking of the cases was less satisfactory than the packing. There was a considerable number of well-packed cases that were poorly marked. Since poor or improper marking is a violation of the customs regulations and may subject the ship to a fine and cause interminable delays in the inspection of the goods in the custom-house, it is of the utmost importance that exporters exercise care in the matter. Chilean customs regulations require that all marks be made with stencil and not with brush or labels; a violation of this rule subjects the ship to a fine. It is understood that one of the large steamship and trading concerns has a stencil-cutting machine at its docks in New York city and cuts out stencils for every case or container that is brush-marked before receiving it on any of the ships. If the steamship lines cannot get the manufacturer or the exporter to use stencil markings, they would better do the stencilling themselves and make an extra charge against the exporters.

How marking Should be Done.

All markings should be in letters 2 or $2\frac{1}{2}$ inches high. Durable paint must be used and must be carefully applied so as to have the letters and numbers clear and distinct. Containers are liable to rub against other containers in the hold or to be soiled by dirt or grease. Moreover, with the high temperatures in the hold during the days the ship is passing through the Tropics, and with the exposure to sun and rain on the docks, the marks may rub off or become obscured. It is advisable, therefore, to place the marks on opposite ends of the case, two ends being sufficient.

The mark of the consignee, the number of the case, and the port of destination should all be stencilled in characters of the same size—2 inches or more in height.

All marks should be placed fairly close together. They should not be scattered all over the case. A great deal of time is saved in many directions if the marks can be read quickly. The well-marked cases get prompter despatch in the custom house.

A certain order should be followed in marking. First comes the consignee's mark. Just below that should come the number of the case if the consignment consists of more than one case. Below the number of the case should be placed the port of destination. All of these marks, as stated above, should be close together. Several inches below port of destination should be placed gross and net weights in kilogrammes and pounds. Measurements in inches and centimetres are not required by the customs regulations; they are of value only to the steamship company and may, therefore, be put down in one corner of the case.

Caution signs should be in Spanish as well as English. The Spanish word "Vidrio" should be placed under the word "Glass." "Con cuidado" should be

placed under the phrase "Handle with care," "Este lado arriba" under "This side up," "No dar vuelta a esta caja" under "This case is not to be turned over," "Tenga esta caja bien seca" under "Keep this case in a dry place," etc.

If an old case is used (which is a practice to be condemned), special care should be taken to remove completely the former markings. A great deal of confusion is caused by two sets of markings, since, in a number of instances, the old marks show up quite as clearly as the new.

Numbering of Cases—Arrangement of Marks.

Special stress should be laid on the fact that in consignments of more than one case each case should be numbered and that this number should agree with that shown on the invoices. Unless the cases are numbered, it is difficult, if not impossible, for the consignee to withdraw a case from the custom house until the whole consignment has been received.

The following is an illustration of the order and arrangement of marks that Senor Welsh, of the Valparaiso custom house, considers the best:—

Handle with care.
Con cuidado.

(E G M)

CASE No. 7.
VALPARAISO.

	Kilos.	Pounds.
Gross weight.	100	220
Net weight.	50	110

AUSTRALIAN COMMONWEALTH GOVERNMENT TO MANUFACTURE ARTIFICIAL LIMBS.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, October 16, 1917.

Arrangements have been concluded by the Commonwealth Defence Department with a United States expert to superintend the establishment in Australia of such Government factories for the manufacture, fitting and repair of artificial limbs as may be decided upon. On the recommendation of some of the leading Australian surgeons, the expert will, temporarily, assume the managership of the industry with a view of placing operations on an efficient and economical basis.

The policy of the Defence Department will be to have all the work, as far as possible, carried out in Australia. The intention is to provide each soldier in need of an artificial limb with the necessary article and to effect repairs or grant renewals from time to time. Later the Repatriation Department will likely control the industry.

FUTURE TRADE BETWEEN ITALY AND THE UNITED STATES.

The following article by Signor Ferdinando Nobili-Massuero, First Secretary to the Italian Minister of the Colonies, on the future trade relations between Italy and the United States, which recently appeared in the *Bulletin* of the American Chamber of Commerce for Italy, and was reprinted in the Milan *Sole*, the leading commercial daily of Italy, has been translated by Mr. W. McL. Clarke, Canadian Trade Commissioner at Milan, Italy, and forwarded the Department, under date of October 26, 1917. Giving as it does some idea of the Italian market and how commercial exchanges can best be effected between the two countries, it will also be of interest to Canadian manufacturers and exporters, and is therefore reproduced herewith:—

INCREASING TRADE BETWEEN ITALY AND UNITED STATES.

The trade between Italy and the United States kept continually advancing up to the outbreak of the European war with an increasing trade balance in favour of the United States. Up to 1914 Italy by reason of her emigration and the demands of American consumers had found in the United States a large opening for her alimentary products as well as an important market for certain raw material and manufactured articles. Because of her industrial development, however, Italy bought on the other side of the Atlantic more than she sold. The increase, therefore, in the Italian imports from the United States virtually kept pace with Italy's industrial and agricultural progress. The following figures will give some idea of Italy's economic development for the past fifty years.

Exports from United States to Italy.

	Year.	Millions of Lires.	Year.	Millions of Lires.
Raw cotton.. . . .	1866	5.8	1915	250.0
Petroleum.. . . .	1866	4.0	1915	37.0
Paraffin.. . . .	1890	0.8	1915	11.8
Anthracite and coal.. . . .	1890	....	1915	25.0
Wood unmanufactured.. . . .	1865	0.1	1914	12.5
Copper.. . . .	1891	0.1	1915	71.0
Animal products.. . . .	1875	0.7	1915	11.0
Agricultural machinery.. . . .	1885	....	1914	2.5
Electrical machinery	1903	0.3	1909	2.3
Machines for working metals ..	1903	0.1	1915	2.2

1 lire = 19.3 cents.

In the year preceding the war Italy's unfavourable trade balance with the United States amounted to 250,000,000 liras, which has since been multiplied sevenfold, as the war has not weakened the demand in Italy for American products, while on the other hand it has restricted the quantity of Italian products offered on the American market. From January 1 to October 31, 1916, Italy bought in the United States goods valued at 1,914,000,000 liras, but only sold to that country 200,000,000 liras of her own products.

UNITED STATES' INTEREST IN ITALY.

These enormous purchases of Italy have revealed to many captains of industry in the United States the great importance of the Italian market, while the financial operations which have attended them have attracted the attention of America's leading financial men, who have seen the advantage of stabilizing commercial exchanges by direct banking facilities, and the profit to be derived from the investment of capital in Italian industrial enterprises.

Realizing that Italy is still a virgin field for American exploitation, a United States Government delegation has visited the Italian economic centres for the purpose of ascertaining the possibilities of a larger trade expansion between the two countries. Moreover the National City Bank of New York has opened up its own agency at Genoa, and another branch is about to be organized at Naples.

COMPETITORS OF ITALY IN THE UNITED STATES.

While the Americans have thus been preparing to consolidate and increase their exports to Italy, Italy herself has not remained inactive. It has been found necessary, however, before initiating plans for the enlarging of Italian commerce, to take measures for the holding of that trade position, which Italy has already obtained by means of the continuous efforts of the last ten years. Such a step has been rendered imperative because neutral countries and American producers have endeavoured to make use of the opportunity, created by the scarcity of Italian products on the North American market, for the placing of their own. Under the stimulus of high prices, the local United States' manufacturers have flooded the home market with their own alimentary pastes, tomato sauce and typical Italian cheese. Then again Spain has attempted to take Italy's place as an exporter of olive oil to the United States and with government support has perfected a sales organization for that country. In fact, nations of every continent have vied with one another in supplying the immense and rich American market. China has sent beans similar to the Roman variety; Japan has offered mushrooms, rice and fish; while Argentina has attempted to substitute the products of the "Estancias." Threatened by the danger of losing the American market altogether, Italian exporters have had to think of remedies, and in their search for these, the defects in Italy's commercial and financial system have been brought prominently to the fore, facts which in the past Italian exporters did not wish to recognize, or if admitting them took no steps for their correction.

METHODS OF ITALIAN EXPORTERS.

Throughout the past, Italian exporters interested in the United States have worked along haphazard lines, often competing the one against the other, and with but faint knowledge of the real conditions of the American market. In this country of such large proportions, Italian exporters generally followed the sale system known as "reclame." What is more their goods were generally packed in a way only adapted to the more restricted requirements of the home market. Though during the last few years the methods of the larger export houses in their dealings with the United States have been quite improved, yet when compared with the strong and heavy capitalized organizations of competitive countries, it will be seen that the system of Italian exportation has always remained on an inferior basis.

AN OFFICE OF COLLECTIVE REPRESENTATION.

To-day it is finally recognized that individual initiative must give way before collective endeavour, and the action of isolated firms to that of syndicates. These latter, however, are not sufficient in themselves. To assist in Italian exportation some merchants in the United States have proposed to institute a local office of collective representation, whose object would be the informing of Italian exporters on the methods best suited for the successful penetration of the American market. Besides furnishing data on the prices of individual products and on the standing of firms, with whom Italian exporters intend to deal, this office, according to the intention of its proposers, ought to protect the rights of Italian exporters by assisting in the clearing of goods through the customs, in providing for their eventual deposition in warehouses, in recovering missing merchandise, in demanding verification when disputes arise, in resorting to legal means, when buyer refuses to withdraw the

merchandise, in giving advice on the most efficacious advertising methods, and in holding back goods till documents are honoured.

This idea, which germinated in the United States, has taken root in Italy, and has virtually been brought to accomplishment by the war. An office of collective representation for Italian exporters carrying on business with the United States has been established at Milan. Already several of Italy's largest export houses have joined the new institution, bringing to it not only the economic force of their large capital, but also the valuable contribution of a long experience in the American market. But this office, however much it may be supported by important credit institutions, cannot alone face the exigencies of Italian commerce with the United States. It is to be co-ordinated therefore with organizations already existing.

FINANCIAL REORGANIZATION.

In fact that which has happened in the field of commercial activity is to be extended to the financial organizations. Some of Italy's largest banks have already, by the opening up of branches or agencies in New York and other commercial centres of the United States, removed or are on the point of removing those inconveniences which existed in the past, when banking facilities between Italy and the United States were indirectly provided. But this action, beneficial though it is, is not enough for the reconquest or the penetration of the American market. The question now is not one of simply the payment of bills and the handling of documents, but rather adapting the system of payment to American commercial practices, which, unless done, may compel the Italian exporter to wait unduly for the return on his invested export capital.

The need of a national credit institution for facilitating exchanges between the two countries led Italian commercial men resident in the United States some ten or twelve years ago to form a general Italian bank. But the experiment did not succeed for two reasons: (1) because the bank was inclined to follow only the methods and demands of the American market, and in no way to conform to the interests of Italian exporters; (2) because it failed to put first that function of the institution which had to do with the connecting up of the varied interested parties on either side of the Atlantic.

FINANCING TRADE.

The war has now shown that the problems of organization no longer depend upon the question: "Can such and such a thing be done" but rather "Will it be done"? It has not infrequently been said that it was impossible for Italy to imitate the business methods of other export countries because she lacked the financial means which others had at their disposal. The problems of financing Italian exportation was accordingly thought to be incapable of solution. Such a conception was wrong because it did not take into account the fact that the inferiority of the Italian financial system was not due to the absolute lack of means but to the poor choice of the systems employed. In the United States alone a good 400,000,000 lire were sent every year by Italian emigrants to the Bank of Naples in the United States for transmission to the fatherland. What direct benefit did Italian trade derive from this large amount of capital, a part of which used to lie for some time in the safes of the bank? At New York, at Boston, at San Francisco, and at other centres where Italian colonies were found, banks and bankers existed who collected a large part of the savings of these Italians. No one, however, thought of making use of this business for intensifying reciprocal commercial relations. No one urged these banks to group themselves around a central institution, operating not only as an ordinary bank, but also linked up with the commercial activities of the Italian banks at home.

To-day this project also appears too venturesome. To a grouping of the Italian banks existing in the United States around a strong central institution, and to the

creation of what might be termed an "Export Bank" in the North American market, there is preferred the establishing of an office of collective representation for Italian exporters, which, as regards matters of credit, will only have the function of facilitating the discount of bills, and the collection of invoices, by means of the banking relations which it enjoys. It is a first step towards a greater co-operation between Italian export trade and the banks, but the complete solution of the credit problem as it relates itself to Italy's commerce with the United States, is still quite distant.

ITALIAN-AMERICAN TRADE SENSIBLE TO INCREASE.

The question arises can the trade between Italy and the United States be sensibly increased? As regards the importation from the United States to Italy there can be no doubt. With the industrial development which will follow the war, especially in the period of reconstruction, Italy will be obliged to buy in the United States ever-increasing quantities of raw and combustible material. On the other hand, however, those who refer to the statistics of Italian exports to the United States in the years preceding the war feel some uneasiness about the possible increase in Italy's export trade to the American market. The Italian exporters of alimentary products bear witness to the fact that the United States has succeeded in emancipating herself almost entirely from Italy with respect to oranges and preserved fruits, and may, in the not distant future eliminate Italian cheese, "pastas," oils, and those other raw materials which Italy still furnishes.

These apprehensions, however, are excessive. Production in the United States will never succeed in supplanting Italy's exportation if Italian producers will keep pace with the agricultural and industrial improvements in the technical world. The United States is a country of progress; to make headway in this market it is also necessary to progress. If this course is followed Italian exporters will never be driven out of the American market. In a country of 120,000,000 of inhabitants, with inexhaustible natural wealth, with a superabundance of capital, and with a marked degree of prosperity evident among every class of the population, there is room for all. There is a place for the chestnuts of the Apennines and the Alps in competition with those of the Andes and of Japan; for the wines of Sicily in competition with those of California, of Spain, of France, and of the Argentine; for the dried fruits of Southern Italy in competition with those of Portugal and Greece.

TWO CURRENT PREJUDICES.

Among Italian industrial classes, however, two prejudices seem to be current. It is believed that the development of Italian export trade with the United States depends solely upon the extent of Italian emigration, and that American industry, protected as it is by high tariffs, has virtually glutted the home market, thereby not leaving even a small place for Italy's commodities.

To offset this first prejudice is the testimony of men who have made a careful study of Italian trade with the American Republic. Italy's commercial delegate to the United States pointed out in 1908 that the articles in demand by Italian emigrants in the United States represented only one-sixth of Italy's trade with that country.

The second prejudice is annulled if an examination is made of American statistics. It can hardly be said that there is no room for Italian products on a market which in 1915 imported embroidery and lace to the value of 132,000,000 liras; manufactures of silk to the value of 150,000,000 liras; art objects valued at 109,000,000 liras; silk textiles valued at 66,000,000 liras; hats valued at 66,000,000 liras; toys valued at 30,000,000 liras; chemicals valued at 547,000,000 liras; tanning extracts valued at 23,000,000 liras; and woollen manufactures valued at 112,000,000 liras.

If other countries are successfully competing Italy should also succeed. In fact what does Italy need to be in a position to compete on equal terms with these other countries, at least as regards some of those industries just alluded to? There is lack-

ing only the strong determination to overcome the obstacles inherent in Italy's inactivity rather than any difficulties in the nature of things themselves. Italy's manufacturers of hats, silk textiles, cotton goods, jute, gloves and furniture, who have ventured in outside markets have been rewarded for their efforts, and it is such efforts as these which should be imitated.

ITALY'S OPENING.

American industry will never succeed in entirely supplying the varied needs of home consumption. True it produces the modern manufactures, where hand labour is reduced to a minimum and where almost all work is done by machinery. If these branches of manufacture are eliminated, however, there still remains a field for Italian industrial enterprise. Italy's old established industries of lace, embroidery, ceramic ware, and of silk textiles, could undoubtedly multiply their sales, if only the organizations which Switzerland and France have established in the United States were copied. Moreover the artistic industries of Italy, known for their fine taste and the technical ability of Italian masters, could surely find a large opening in the United States. The American people, having grown rich, realize more than any other nation the need for surrounding themselves with those objects which will reflect European art. This growing sense of refined taste is not limited to the millionaires of New York and Chicago but has extended itself to every class of the population. Every period of economic prosperity is marked by a large increase in the importation of art objects. Thus while in 1913 the United States imported from Italy art objects valued at 5,000,000 lire, two years afterwards the value of their importation reached 15,000,000 lire. And now the Americans are only waiting the end of the war to lavish on these art objects no small part of the wealth realized in these years of economic prosperity. It is to be hoped that Italy will know how to profit by this American predilection.

THE ITALIAN CHEMICAL INDUSTRY.

The United States also presents quite a large field for those chemical industries of Italy which produce organic preparations. The 12,000,000 lire's worth of products derived from acid fruits which Italy exported before the war ought to be surpassed. The exporting of 7,000,000 lire's worth of raw tartar over against only 600,000 lire's worth of tartaric acid to the United States should cease, as Italy should become capable of working the little raw material with which nature has endowed her.

To this branch of the Italian chemical industry the war has also given a stimulus. Large societies, which will absorb the existing manufactories, have been instituted for the treating of organic acids, and the Government has promoted a combination of producers for the extraction of essential oils. These forms of renewed industrial activity will certainly find in the United States one of the principal basis for their development.

MECHANICAL INDUSTRIES.

Then again, paradoxical though it may seem, the United States offers the Italian mechanical industries a market which is not to be neglected. Naturally one asks, however, can the United States, where mechanical industries have found conditions so favourable for their gigantic developments, inasmuch as coal and iron are so easily accessible and labour so skilled and specialized, import mechanical products from Italy? This paradox is explained, however, when the varied needs of modern life are taken into consideration. To satisfy this variety of needs, the large Italian automobile manufacturers, viz., the makers of the "Fiat" and "Itala" cars, sold in the United States in one year a hundred expensive machines of the "De Luxe" type, over against the American exportation to Italy of low-priced automobiles valued in 1913 at more than 1,000,000 lire.

OCEANIC COMMUNICATION.

But the efforts of Italian manufacturers will be in the main unfruitful unless oceanic communications are improved between the two countries. Before the outbreak of war, the Italian navigation companies increased both their passenger and freight services with the United States. For the conveying of certain American products to Italy special lines were also instituted. There was lacking, however, a fast fleet of steamers for the transport of Italy's perishable products and too much of Italy's produce was carried in German bottoms.

This intensifying of maritime communication should be accompanied by agreements with the large American companies, in order that accumulative tariffs may be arranged, including in addition to the charge for ocean transport, the cost of railway carriage in the United States and Italy, to ports of departure, or from ports of arrival to destination. The greater the volume of transport which the Italian navigation companies can offer the American railways, the more easily will such agreements be effected.

GOVERNMENT ACTION NECESSARY.

Something has been said of private initiative, but the question arises what must the Government do to assist in the development of trade between Italy and North America. It is not necessary to use extremes in referring to Government action. On the one hand the State cannot be expected to do everything, but on the other hand the necessity of its support and active co-operation must not be overlooked. Granted that in the negotiation of treaties the most favourable tariff provisions have been obtained for the development of reciprocal trade, the Government must in addition enlighten the manufacturer on the way to successfully penetrate the American market, indicate improvements which are necessary for ousting competitors; support by diplomatic action the just demands of the exporter in any questions arising from the application of the tariffs and unify the action of the various commercial and banking organizations which are interested in exporting to the United States in such a manner that the maximum return will be effected by the least expenditure. To perform such a complex and varied action, the present diplomatic, consular and commercial representatives of Italy are not sufficient. Industrial and commercial questions are questions of detail which cannot be thoroughly examined by the diplomatic authorities, on whose shoulders rests the burden of the formidable political, commercial and social questions connected with the relations between the two countries. Neither can the consular authorities follow step by step such questions, busy as they are in their heavy administrative duties. There remain, therefore, only the Chambers of Commerce in New York, San Francisco and Chicago, the commercial attaché to the Embassy at Washington, and the technical expert in New York, who can devote themselves seriously to the development of Italian export trade.

It is evident therefore that the existing organizations and authorities are not enough. Moreover the Chambers of Commerce, which have rendered valuable service to Italian exporters, cannot become government offices without losing their character of commercial associations. To supply this need there were appointed the commercial attaché at Washington and the technical expert at New York, but the former for many years has had to fulfil the duties of commercial adviser to the ambassador, while the second, however competent he may be in matters pertaining to trade, must devote himself principally to his technical mission. Both, too, have an allowance quite inadequate for the duties they have to perform.

When the organizations which actually exist are once placed in a position to work advantageously for Italian exportation, it will be necessary to draw attention to the secondary markets of the United States, which Italy up to now has neglected for the principal market of New York. It may happen that the Italian Government will appoint two representatives as advanced sentinels of Italy's new economic expansion in the North American market,—one in the southern and one in the western

states of the Union. And while to these agents will be entrusted the commercial assistance of Italian exporters to those districts, the Italian attaché at Washington will perform his duties as commercial adviser to the ambassador. It remains to be seen whether the Italian Government will actually make this first reform in Italy's commercial representation abroad.

Whatever action, however, is taken by the Government, there can be no doubt that the individual efforts of both Americans and Italians in the period following the war, will give a material impulse to trade exchanges between the two countries. And Italy will truly welcome the development of its commercial relations with the United States, knowing as she does that the American people not only make progress themselves, but cause the people with whom they trade to make progress also, without entertaining secret aims of hegemony, and without attempting economic or political conquest.

CITIES AND TOWNS IN CUBA.

Mr. J. C. Manzer, Acting Canadian Trade Commissioner in Havana, on November 10, 1917, forwarded the underlying particulars with reference to the cities and towns of Cuba.

At the time of taking the last census in 1907, there were fourteen cities in Cuba with a population of over 10,000, as follows:—

Havana	297,159
Santiago de Cuba	45,470
Matanzas	36,009
Cienfuegos	30,100
Camaguay	29,616
Cardenas	24,280
Sancti Spiritus	17,440
Santa Clara	16,702
Manzanillo	15,819
Guantanamo	14,559
Guanabacoa	14,368
Sagua la Grande	12,393
Trinidad	11,197
Pinar del Rio	10,634

Havana, the capital of Cuba, has now an estimated population, including its suburbs, of 400,000. Havana receives and distributes more than two-thirds of the total imports of the island, amounting in the past year to the grand total of \$183,153,575. The bulk of Havana's imports from Canada during the past year consisted of potatoes, codfish, lumber, hay and paper. Before the war commenced large quantities of oats were imported from Canada, but no Canadian oats have been brought in for the last two years. There is no direct steamship service between Havana and Canada and the greater part of the Canadian goods destined to Havana are shipped through the ports of Boston and New York.

Santiago de Cuba, the capital of the province of Oriente and the second largest city in Cuba, has now an estimated population of 55,000. This city is the chief distributing port for the eastern end of the island and stands second in the amount of goods entering her port, the total imports in the year 1916 being \$14,117,253. The principal Canadian imports to Santiago de Cuba are codfish, potatoes, and lumber. Santiago de Cuba is the only port in Cuba that has direct communication with Canada. For some years the Pickford and Black Steamship Line have maintained a fortnightly service between Halifax and Santiago de Cuba but during the past year, owing to war conditions, this schedule has not been maintained.

Matanzas, the capital of the province of Matanzas, has now an estimated population of 45,000. Among the ports of Cuba, Matanzas stands first in the amount of

sugar exported. The total sugar exports for 1916 amounted to \$45,039,893. Matanzas buys considerable quantities of Canadian goods which for the most part are received through the port of Havana. A number of manufacturing industries are located in the city. One of the most important of these is a rope-making plant. This rope is made from the fibre of the henequen plant which is grown extensively near the city. Close to the city is the wonderful cave of Bellamar.

Cardenas has now an estimated population of 30,000 and stands second in the exportation of sugar, the total amounting to \$34,593,300 in 1916. Cardenas has the largest sugar refinery on the island, supplying nearly all the local demand. This city buys considerable quantities of Canadian goods. The greater part of these goods, with the exception of lumber, is received through the port of Havana.

Cienfuegos has now an estimated population of 40,000 and is the most important city on the southern coast. The city is well laid out with broad streets and extensive parks. It stands third in the exportation of sugar, the total in 1916 amounting to \$32,280,440. This city also has considerable Canadian trade, amounting in 1916 to \$42,084, most of these goods arriving by way of New York on one of the regular steamers plying between New York and Cienfuegos. Cienfuegos has a large number of important manufacturing industries.

Camaguay is situated in the central part of the island 334 miles from Havana and 197 miles from Santiago de Cuba. Although this is one of the oldest cities in Cuba it is only since the building of the Cuba railway, commonly known as the Van Horne road, that Camaguay has come to the front as a commercial metropolis. The city is now estimated to contain a population of 50,000 and is surrounded by fine farming lands, large stretches of which are devoted to pasturage, and herds of a thousand cattle are a common sight. Many Canadians are located in the city of Camaguay and surrounding country and they speak of the country and its future prospects in the highest terms.

Pinar del Rio the capital of the province of Pinar del Rio, is the largest town in the western end of the island. This city lies in the Vuelta Abajo district, which is famed the world over for the excellence of its tobacco. Within a short distance of the city there is a valuable copper mine. The population is now said to be 12,000.

There were in 1907 ninety-seven towns having a population between 1,000 and 10,000.

There are also 1,220 towns and villages having a population between 100 and 1,000.

PRELIMINARY STATEMENT OF THE TRADE OF CANADA FOR OCTOBER.

Prepared by Trade Statistics Branch, Department of Trade and Commerce, Ottawa.

One Month, Seven Months and Twelve Months ending October, 1915, 1916 and 1917.

	Month of October.			Seven Months ending October.			Twelve Months ending October.		
	1915.	1916.	1917.	1915.	1916.	1917.	1915.	1916.	1917.
IMPORTS FOR CONSUMPTION.									
Dutiable goods.....	\$ 22,801,957	\$ 37,946,011	\$ 47,019,685	\$ 147,064,901	\$ 254,530,818	\$ 346,108,703	\$ 247,136,333	\$ 396,798,646	\$ 553,286,091
Free goods.....	16,713,187	33,250,241	31,156,791	105,950,142	207,630,677	281,992,996	174,448,264	320,131,107	457,985,016
Total imports (mdse.).....	39,515,144	71,196,252	78,176,476	253,015,043	462,161,495	628,101,699	421,584,597	716,929,813	1,011,271,107
*Coin and bullion.....	1,924,605	781,115	489,370	5,766,782	20,971,433	8,648,263	56,531,364	49,464,853	15,757,950
Total imports.....	41,439,749	71,977,367	78,665,846	258,781,825	483,132,928	636,749,962	478,115,961	766,394,666	1,027,029,057
Duty collected.....	8,201,830	12,074,463	13,824,545	52,622,860	82,177,314	102,106,162	83,291,392	133,483,207	167,552,078
EXPORTS.									
Canadian Produce—									
The mine.....	6,669,776	7,299,082	7,668,525	36,766,306	48,242,497	43,593,285	56,993,485	78,006,052	80,967,695
The fisheries.....	2,527,616	2,515,518	3,744,367	11,960,089	12,845,386	14,178,138	21,723,042	23,262,674	26,222,005
The forest.....	5,503,343	5,450,202	4,900,739	31,075,344	36,703,753	33,236,635	47,808,698	53,899,800	52,440,091
Animal produce.....	12,081,545	13,718,692	18,679,265	57,015,375	67,101,478	101,681,970	89,741,673	112,968,379	162,373,960
Agricultural products.....	39,833,353	27,806,934	45,504,815	99,180,336	233,434,260	306,159,775	383,453,160	383,929,118	446,125,216
Manufactures.....	12,880,731	28,637,814	74,419,973	84,357,550	219,461,054	420,380,372	130,848,327	377,138,502	678,318,994
Miscellaneous.....	542,212	384,033	176,060	3,075,130	4,231,261	2,737,291	3,523,858	7,949,063	4,849,584
Total Canadian produce.....	80,038,582	85,312,175	155,093,744	326,430,730	622,033,689	921,957,466	509,092,245	1,037,213,597	1,451,299,545
Foreign produce.....	4,063,483	2,063,559	4,730,753	31,048,417	12,284,708	25,426,717	41,455,829	18,925,723	40,977,341
Total exports (mdse.).....	84,102,065	87,315,734	159,834,497	357,479,147	634,318,397	947,384,183	550,548,074	1,056,139,320	1,492,276,886
*Coin and bullion.....	24,462,311	5,037,078	283,978	93,183,896	195,738,266	2,482,112	118,782,516	206,126,802	3,290,894
Total exports.....	108,564,376	92,352,812	160,108,475	450,663,043	830,056,663	949,866,295	669,330,590	1,262,266,122	1,495,567,780
AGGREGATE TRADE.									
Merchandise.....	123,617,299	158,511,986	238,060,973	610,494,190	1,096,479,892	1,675,485,882	972,132,671	1,773,069,133	2,503,547,993
Coin and bullion.....	26,386,916	5,818,193	773,344	98,950,678	216,709,699	11,130,375	175,313,880	255,301,655	19,048,844
Total trade.....	150,004,125	164,330,179	238,834,321	709,444,868	1,313,189,591	1,586,616,257	1,147,446,551	2,028,660,788	2,522,596,837

* NOTE.—It will be noted that the figures relating to the imports and exports of coin and bullion for the twelve months ending October, were: imports, 1915, \$56,531,364; 1916, \$49,464,853; 1917, \$15,757,950; and exports, 1915, \$118,782,516; 1916, \$206,126,802; 1917, \$3,290,894. Although it has been customary to include these figures in trade returns, the total trade figures are seriously disturbed by them in this instance and they should not be taken as an indication of the trade of Canada.

FIXED PRICES FOR UNITED KINGDOM BUTTER.

The subjoined cutting from the *Morning Post* of Tuesday, November 6, 1917, has been forwarded by Mr. Harrison Watson, Canadian Trade Commissioner, London.

In view of the recent high prices of Danish butter and in order to get an approximately flat price throughout the country, equivalent to the price of Irish butter, the food controller has now decided to fix the first hand price of both Danish and Dutch butter throughout Great Britain should not exceed from 2s. 3d. to 2s. 5d. per pound English factories.

These prices come into force for Dutch and blended butter to-day and for Danish butter on the 13th instant, and their general effect will be to bring imported and home-produced butter to approximately the same level of prices.

Allowing for variations in transport and other charges, the price of all classes of butter throughout Great Britain should not exceed from 2s. to 3d. to 2s. 5d. per pound to the consumer.

THE SCHEDULE.

	s.	d.
Australian (ex port), per 112 pounds.. . . .	220	0
New Zealand (ex port), per 112 pounds.. . . .	224	0
Argentine (ex port), per 112 pounds.. . . .	220	0
Canadian (ex port), per 112 pounds.. . . .	224	0
American (ex port), per 112 pounds.. . . .	220	0
Danish (ex port), per 112 pounds.. . . .	229	0
Dutch (ex port), per 112 pounds.. . . .	229	0
Irish creamery, f.o.r.—		
56-lb. boxes, per 112 pounds net.. . . .	224	0
28-lb. boxes and casks, per 112 pounds net.. . . .	225	0
Kegs, per 112 pounds net.. . . .	226	0
Rolls or bricks (1-lb. or 2-lb.), per 112 pounds net.. . . .	238	0
Rolls, bricks, or prints ($\frac{1}{2}$ -lb.), per 112 pounds net.. . . .	242	8
Irish factory or farmers' butter in original packages, f.o.r.—		
56-lb. boxes, per 112 pounds net.. . . .	220	0
28-lb. boxes and casks, per 112 pounds net.. . . .	221	0
Kegs, per 112 pounds net.. . . .	222	0
Rolls or bricks (1-lb. or 2-lb.), per 112 pounds net.. . . .	234	0
Rolls, bricks, or prints ($\frac{1}{2}$ -lb.), per 112 pounds net.. . . .	238	0
Irish farmers' lump butter, f.o.r., per 112 pounds net.. . . .	210	0
British-made butter (ex creamery, factory, or farm), per 112 pounds net.. . . .	230	0
Rolls or bricks (1-lb. or 2-lb.), per 112 pounds net.. . . .	244	0
Rolls, bricks, or prints ($\frac{1}{2}$ -lb.), per 112 pounds net.. . . .	248	8
NOTE.—The above prices are all for salted butter. If unsalted, 3s. per cwt. extra in each case.		
French fresh rolls (ex port), per dozen pounds.. . . .	28	0
French, Paris, unsalted (ex port), per 112 pounds.. . . .	256	8
Blended butter, English factory, delivered—		
Rolls and bricks (1-lb. or 2-lb.), per dozen pounds.. . . .	26	0
Rolls and bricks ($\frac{1}{2}$ -lb.), per dozen pounds.. . . .	26	3
Prints ($\frac{1}{2}$ -lb.), per dozen pounds.. . . .	26	9

The first hand prices for French and blended butters are the same, whether salted or unsalted.

Except where the price is stated as a net price, discount shall be allowed at 2d. in the £ for cash within seven days, and 1d. in the £ for cash within one calendar month.

GERMANY'S TRADE PREPARATIONS.

(The British Export Gazette.)

HUGE AND COMPREHENSIVE SCHEMES FOR REGAINING OVERSEAS COMMERCE.

It cannot justly be complained that Great Britain is not at last fully awake to the vital necessity of reorganizing herself commercially in view of the after-war international trade competition that will ensue—reorganizing herself along lines which, while wisely adhering to those sound basic business principles that have made British trade what it is, will at the same time incorporate those newer ideas which have been so readily adopted by Britain's competitors, but have been too long ignored by Great Britain herself. Combination among producers, a deeper interest in the actual requirements of oversea consumers, the study of the languages and business customs of other markets, and a banking backing that will now make possible the securing of a class of important foreign contracts which before the war mostly fell to German firms because of the special financial aid available by them—these are among the newer ideas that have been or are in process of being adopted, and will appreciably help in the maintenance and progress of British commerce in the strenuous days ahead. But while Great Britain has been planning and doing so much, it is of the utmost consequence to know what Germany—never a nation to stand still and be satisfied with things as they are—has also been planning and doing. Naturally great reticence is observed by the enemy on this matter, and under the circumstances, therefore, it is impossible to present a complete review of Germany's activities in this direction. Sufficient has, however, leaked through to afford a fairly comprehensive grasp of facts and tendencies.

Measures for Countering the Allies' Paris Resolutions.

There can be no question as to the fear with which Germany and her industrialists contemplate the coming into force of the economic resolutions adopted at the Paris Conference, which practically amount to a complete boycott of German trade over most parts of Europe—resolutions, by the way, which the recent General Council of the Inter-Allied Parliamentary Conference have not only endorsed but have urged should, with all possible speed, be translated into deeds. Long before America's entry into the conflict it was realized in Germany that at least one-half of her pre-war export trade of £500,000,000 had been transacted with countries which have since become her enemies, a sum four times the value of the goods bought from her by her present allies, Austria-Hungary, Turkey, and Bulgaria. The entry of the United States into the struggle has considerably increased the volume of trade Germany has lost, and now one by one the South and Central American Republics are following the example of the United States, and the great Chinese market has likewise slammed the door against the Teuton. As a matter of fact, no fewer than nineteen nations are now at war with Germany, while five others have broken off diplomatic relations with her. That a permanent barrier should be set up by the entente countries and the nations in sympathy with them against German products and manufactures is a prospect that Germany cannot fail to view without the utmost alarm, with the result that proposals of various kinds are now being feverishly put forward for either preventing or countering the threatened commercial boycott. To counteract such a possibility reforms in the diplomatic and consular services are contemplated, and there is also under consideration the enrolment of a veritable army of propagandists for fighting down the undying prejudices that have arisen throughout the civilized world against Germany during the war.

The New German Army.

The enrolment of this army is not merely under consideration; as a matter of fact, it is to a very large extent already in being. In neutral countries especially—as, for example, those few that still remain neutral in South America, also Sweden, Norway, Denmark, Holland, and Spain—there are to-day thousands of German commercial agents actively engaged in cementing relations, and in some cases clinching important contracts on behalf of the great groups of German firms they represent. It is more than suspected also that efforts are actually being made by indirect means to enter into similar relationships and to fix up similar contracts in the countries of the Allies. But this army will not merely comprise the representatives of private firms, for it is realized that the question is no longer one of the effective representation of individual interests. What is aimed at is an *allgemeine wirtschaftliche Wehrpflicht*, or universal economic service, the agents of which will have as their main business the reconquering, by all the cunning arts natural to the Teuton, the great markets lost in the war. Huge sums will be spent on propaganda literature with the object of wearing down anti-German prejudices, and, likely enough, of defaming, so far as it is policy to do so, everything that is in competition with German commercial activities. However callous and unutterably brutal the German has proved himself in the war, he will unquestionably be the same suave, obliging, and accommodating trade seeker in every market upon which he can again intrude himself so soon as peace is declared. The German, as we know, boasts his psychological insight, and he will assuredly count much upon the effect of his own ultra-politeness in seeking business as against the alleged brusqueness and independence of the British. But German psychology has proved itself at fault over and over again. British merchants and manufacturers will take care that in this regard also he will be hopelessly at fault.

Widespread Industrial, Commercial and Banking Combination.

Combination will be the keynote of future German oversea trading. The German Government, in addition to providing something like 50,000,000 sterling for the reconstruction of shipping, are making strenuous efforts to bring about the syndication of all classes of industry as the only way by which Germany can, in a commercial sense, regain her lost place in the sun. In some instances, indeed, compulsory syndication has been enforced, with the immediate object of securing economy during the present crisis of scarcity of material and labour shortage, but with the ultimate object of preparing for the economic war which is inevitable and is dreaded. In other cases syndication has been brought about voluntarily, though at the instance of Government suggestion. Such is the great union of chemical manufacturers, formed presumably to circumvent the promising developments in the chemical industry which have taken place during the last three years in various parts of the world. This union is for a period of fifty years, its scope being to further technical progress, promote new discoveries, and seek markets for German chemicals in foreign countries. Similar combinations have been effected in the industries concerned with the manufacture of dyes and explosives, but there is reason to believe that in England, the United States, Japan, and other countries nascent dye industries are already feeling their feet, and may soon be strong enough to face any opposition. Even so, the competition which Germany will set up will need every ounce of combative energy on the part of the Allies. Other combinations have been formed for the bar-iron, small iron wares, enamel, leather, rope, and other manufacturing industries, while larger concerns are those controlling the wholesale trade and shipping. What is equally significant, the banks, which, by the way, are taking no small part in these industrial and commercial concentrations, are themselves going through a similar process. This also applies to the re-insurance companies, of whom there are probably over fifty in Germany, whose practice was to get particulars of every consignment of goods shipped from the United Kingdom and

allied countries, names of purchasers, class of goods, price, destination, etc., and then pass on the information to manufacturers so that their representatives might "cut in" for the trade.

Organization of Export Associations, etc.

Needless to state, the many organizations which existed even before the war for actively promoting export trade, have by no means relaxed their efforts during the past three years. As a matter of fact, their number has sensibly increased, and there is hardly a town of importance which has not either an information bureau, commercial museum, export association, or overseas bank. Berlin, Cologne, Frankfurt, Bremen, Lubeck, Dresden, and Stuttgart are all provided with such organizations. They supply very complete status information in regard to oversea firms, procure samples of goods as required in foreign markets, are intermediaries in forming oversea relations, and provide information on all kinds of trade matters. For the present, of course, their activities are limited; but it may be taken for granted that the moment peace comes they will be ready to re-start operations on a much wider scale in the interests of German oversea commerce. Through them also a good deal of the propaganda work, already alluded to will be carried on, for even before the war they were to a very large extent the media through which catalogues and other commercial literature were distributed. It should be remembered that these organizations are by no means in an experimental stage, but are fully fledged institutions with experience of many years of oversea markets to assist them in their work.

The Question of Raw Materials.

Germany is likewise extremely anxious in regard to its future sources of supply of raw materials. To give only one instance, before the war Germany to all intents and purposes monopolized the world's supplies of oil nuts and beans. Even British colonies sent the bulk of their exports of these products to Hamburg. The trade is now diverted to England and France, where the oil-crushing industries have assumed an importance against which Germany will find it difficult, whatever happens, to compete. It is understandable, therefore, that the question of obtaining raw materials with which to build up her shattered industries is engrossing a good deal of serious attention. The matter is complicated by disputes that have already arisen between traders who have secured bargains for the supply of raw materials from overseas and those who, having failed to do so, are urging that all available supplies that come to the country should be divided between all manufacturers by the State. The Government appears to incline to the latter view, *i.e.*, to the distribution of raw materials as equally as possible, according to the capacity of the various firms and the extent of their activities before the war. At any rate, whatever restrictions are imposed after the war by the Government on industrial and commercial operations, it seems to be fairly certain that the importation of raw materials will suffer no such handicaps, but that every possible help and encouragement will be afforded to procure and regulate the direct or indirect sale to Germany of such essential materials as cotton, leather, copper, etc., which the country is unable to produce from within its own frontiers. The fact that both the British Empire and the United States can no longer be regarded as prospective sources of supply is, for all that, an unquestionable cause for alarm, particularly as, in the event of the world refusing to accept German manufactures, Germany will have no basis for bargaining in the task of obtaining supplies of raw materials to feed her industries. This alarm is shared by all parties, and particularly by the Socialists, one of whose leaders recently declared that "nothing in the world is more uncertain than Germany's economic and commercial future."

The president of the Hausa League in a recent speech said: "If we have been able to climb mountains during the war, we shall easily be able to climb hills in time of peace." Coming from the mouth of such a man, one wonders how much of this rhodomontade is intended to veil the real anxiety as to the future which, we may take

for granted, is felt deep down in the heart of Germany. She cherished very positive ideas that the world could not do without German chemicals, potash, railway material, vegetable oils, sugar, dyes, etc, but the world has proved very conclusively that it can provide these things without her aid, thus negating one of the many erroneous calculations which our enemy made in launching the war upon Europe and subsequently in incurring the righteous wrath of practically every country which had before the war provided a market for German manufactures or had constituted a source whence Germany obtained the bulk of her raw materials. As Sir Robert Hadfield, head of the great Sheffield engineering firm, said a short time back: "In England, in France, in Italy, developments have occurred which had been regarded as impossible. We know now that Germans have no monopoly of the ability to be efficient. Germany had become a superstition. We had erected her 'efficiency' into a sort of idol which we bowed before and worshipped. Now we know that there is nothing Germany can do, or ever has done, which England, America, France and Italy cannot do as well or better." For all that, it would be mad in the extreme for British firms to rely too much on a German miscalculation. Germany will move heaven and earth to regain what she has lost, and will stop at nothing that will assist her in carrying out her plans. At least equal energy, astuteness, perseverance and thoroughness must be brought into play to meet the Teutonic plans.

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended November 2, 1917, has been furnished by Mr. Enrique R. Margarit, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation—

October 30, ss. *Esparta*, 155 drums.

The market for fish in drums has continued very quiet, as a result of the lack of demand. In spite of this circumstance, holders have succeeded in raising the prices for codfish and haddock, as the arrivals of these articles have been of very little importance. Hake remains unchanged due to the fact that there are rather heavy supplies available. Quotations are: Codfish at 12 cents per pound, haddock at 12 and hake at 10½ cents per pound.

CODFISH IN CASES.

Importation—

October 26, ss. *Lilleborg*, 500 cases, New York.
 " 30, ss. *Esparta*, 2,283 cases, Boston.
 " 31, ss. *Belita*, 70 cases, Halifax.

A very light demand has been in evidence for codfish in cases, while holders have sustained the prices and we can continue quoting at \$16 to \$18 per case for that from United States and Canada.

HERRINGS.

The market is exhausted of stocks and we quote at \$1.75 per large box of bloaters.

GOUDA CHEESE.

The situation remains just the same as last week and we continue quoting at 34 to 53 cents per pound for a similar sort produced in the United States.

POTATOES.

Importation—

900 bags from Tampa, Fla., U.S.A.
 3,033 “ “ Boston, Mass., U.S.A.
 3,618 barrels from Boston, Mass., U.S.A.
 480 bags from New York, N.Y., U.S.A.
 1,335 barrels from New York, N.Y., U.S.A.
 7,205 “ “ Halifax, N.S., Canada.

The demand for potatoes has been extremely active, but very little change can be reported on the prices prevailing. Quotations are: \$7 per Canadian barrel and from 4 to 4½ cents per pound for those packed in bags.

EXCHANGES.

New York, 3 d/s., one-eighth per cent premium.
 London, s/d. at \$4.78 per £.

IMPROVED PROSPECTS IN GREAT BRITAIN FOR CANADIAN FROZEN FISH.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. Harrison Watson.*)

LONDON, ENGLAND, October 19, 1917.

The widespread press publicity which Major Hugh A. Green has recently secured for the valuable work which Canada is doing in furnishing large and regular quantities of frozen fish to the Canadian and British troops, in connection with which he strongly urges the practicability of extending this supply permanently for the use of the civilian population of this country, has again directed attention to the possibilities of this trade.

Although I have reported on this subject upon several occasions and investigated the position thoroughly when the Canadian Government trial shipments of frozen fish were made about a couple of years ago, the time seems opportune for further reference to the matter.

It will be recalled that with inexhaustible supplies of fresh fish of all kinds in the waters surrounding the United Kingdom there was practically no need for frozen fish in this country, and while some shipments of both frozen salmon and halibut had been received, both trade and public were prejudiced against its use before the war.

In the absence of any direct demand for the frozen article, a large proportion of what was retailed was passed off as fresh, and the results generally were not only unprofitable to the shippers but prospects were regarded as unfavourable.

While a great deal will have to be accomplished both on this side and in Canada in the way of organization before the trade can be established upon a basis to ensure permanent success, the fact that Canadian frozen fish has become a regular and, it is understood, a popular feature of the diet of thousands of soldiers must have given a great impetus to possibilities, and laid the foundation for a subsequent demand.

Fish has always been a popular article of diet in this country, and the extent to which supplies of fresh fish have fallen off since the war can only be realized by comparing the official figures of the quantity of fish landed in the United Kingdom

during the first nine months of the present year with the corresponding returns for the same period of 1913. From these it will be observed that the catch, exclusive of shell fish, has been reduced by nearly two-thirds, and the supplementary details of value show that the price in the interval has advanced nearly 300 per cent.

TABLE comparing the Quantity and Value of Fish landed in the United Kingdom for the nine months, January to September, 1917, and in 1913, excluding Shell Fish:—

	1913.		1917.	
	Cwts.	£	Cwts.	£
England and Wales.	8,674,208	6,518,208	2,783,635	6,202,347
Scotland.	6,563,052	3,245,957	2,690,900	2,846,780
Ireland.	522,969	235,716	421,752	396,531
Total.	15,760,229	9,999,881	5,896,287	9,445,658

The altered position has done much to remove the apathy and prejudice of the fish trade, and with the existing shortage of meat there can be little doubt that large quantities of Canadian frozen fish would be welcomed and profitably disposed of if circumstances permitted its being placed on these markets at the present time.

Indeed with every likelihood of the world's supply of meat remaining insufficient for a considerable time after the war terminates, recourse must be made to suitable substitutes, and in this connection the claims of fish are universally recognized. It is moreover evident that as the services of a very considerable proportion of trawlers and other fishing vessels, which the Admiralty has taken over, must be fully employed for a long time after peace comes in clearing the seas and restoring navigation, while in addition a very large number have been destroyed during the war, the British fishing equipment will be seriously curtailed and the home fish supply must consequently remain greatly reduced for some years.

It is clear, however, that in order to take full advantage of the opportunity, very considerable increase will have to be made to the present Canadian catch of fish, and the project would also necessitate the provision of adequate and suitably equipped ocean transportation, neither of which features should be difficult of accomplishment.

Possibly the greatest obstacle towards the popularity of frozen fish in this country is the deterioration in quality which attends defreezing, and while this is partly due to faulty methods of the average consumer and can be overcome to a certain extent by instruction, it is to be anticipated that, following the example of the Australian frozen meat trade, considerable improvement would be attained in the preparation, freezing and transportation of fish, resulting from the development of the trade upon a large scale.

It might even be possible to deliver the fish here in a chilled instead of a completely frozen condition, which would be manifestly a great advantage and increase the price.

In any case, however, it is understood that the question of Canadian fish supplies to this country is receiving the serious attention of experts and authorities both here and in Canada.

THE MANUFACTURE OF WATCH CRYSTALS IN JAPAN.

From "Shoko-Jiho," Japan, forwarded by Mr. E. F. Crowe, Acting Canadian Trade Commissioner, Yokohama.

Watch crystals in Japan were formerly all imported from abroad. Wada Aisuke, of Osaka, was the first to make them locally about 1897, and he was followed later on by Konishi Yozo and Akeda Seizo, also of Osaka. The output of these makers are entirely disposed of in Japan and as the result imports gradually fell off and by 1911 had almost disappeared. The goods could not find a market abroad, however, as they

were unable to compete with the German and Belgian article; but on the outbreak of war, owing to the export from these two countries being suspended, orders began to arrive in Japan from several foreign countries, since when the industry has made quite an appreciable advance and become of some importance.

The manufacture is confined to Osaka, and the only works on a big scale are those of Konishi Kotakudo. The others are only in a small way, being mostly farmers who take up the work in the off season. There are, in consequence, frequent complaints about the unevenness of the goods, and the manufacturers have been obliged to form a "Japan Watch Crystals Export Guild" in order to bring about an improvement in quality.

The Konishi concern are at present making extensions to their works which when completed will give them a monthly output of 20,000 gross. The other makers only produce 7,000 gross a month, which may be expanded to 10,000 gross, but the figures vary very much according to the season. Goods produced by small concerns are liable to be uneven in quality, size, etc., and this is the chief failing with most of the makers.

Goods shipped abroad except those made at the Konishi works are not infrequently returned, but efforts are being made to improve the quality all round.

This watch glass industry is thought to be particularly suited to Japan as wages are low and the article is exported in a half-finished condition. It is thought probable therefore that it may become one of the special products of the country.

The largest customer at present is America, where a foothold has been gained owing to the absence of German and Belgian goods. A certain amount is also exported to the United Kingdom, Russia, Australia, South America, India, and China which formerly depended on Germany and Belgium for their supplies.

CURRENT EVENTS OF INTEREST IN SOUTH AMERICA.

The following notes on commercial conditions in South America have been contributed by Mr. George Mallett, of Valparaiso, Chile, under date October 20, 1917:—

CHILEAN CONGRESS TO BE CALLED TOGETHER.

At the last meeting of the Council of State it was agreed to convoke Congress to extraordinary session for the purpose of giving immediate attention to the following Bills, amongst a number of others:—

1. The budget for 1918.
2. Compulsory education.
3. Protection of the national mercantile marine.
4. Creation of a Minister of Agriculture.
5. Concession of funds for the contracting of technical experts for the iron and steel industries (in perspective) and for the manufacture of china and porcelain.
6. The construction of the ports of Constitucion and Lebu.
7. Permission to construct private railways. (This is a scheme of the Public Works Department, for the assistance of private enterprise, municipalities, or rural communities, in the construction of branch railways, in isolated districts; to act as feeders to the trunk-lines, and to reduce the difficulties of transport, which at present hampers agricultural development, lumber, and kindred trades. The proposal is to provide State assistance, in providing, or guaranteeing capital, for the construction of works projected, or petitioned; subject to the recommendation of the Director of Public Works. Here again is an unlimited field for sale of plant and rolling stock, in the near future.)

8. Bill authorizing the President of the Republic, to take the necessary steps for the prompt construction of a railway to unite the port of Punta Arenas (Sandy Point) with the region of Ultima-Esperanza-Sound, passing Puerto-Natales, to Cerro-Castillo. (This marks an important step in the progressive development of this "farthest south" city, and its rapidly improving suburban extension in the heart of Southern Patagonia and Tierra-del-Fuego.)

9. Reconstruction, on special lines, of the main road (rail, electric and ordinary) bordering the shore of Valparaiso bay, to the residential suburbs of Viña del Mar.

NEW RAILWAYS IN PERSPECTIVE.

The surveys for the construction of the proposed railway from Coelemo to Quirihue; which will produce commercial activity in the entire zone between the banks of the river Itata, and the northern limits of the department of Cauquenes, are completely finished. This is an important agricultural and wine-producing district.

SHIPPING.

Arrangements are progressing for the final establishment of a permanent line of navigation between Chile and Sweden, with the steamers of the Johnson line. The service will commence with a monthly arrangement, to develop into a fortnightly service, after the war.

The products to be brought from Scandinavia comprise pulp, paper, cement, bar and flat iron, steel, electric and hydraulic machinery, telephonic apparatus, railway material, carbide and matches, in return for nitrate, borax, mineral-ores, etc.

An Ecuatorian steam navigation company has been formed in Guayaquil (Ecuador), with a provisional capital of £500,000.

The orders for the new ships will be placed in North American yards.

The Peruvian Naval League established in Lima under the title of "Pro Marina" is doing its best to arouse in the Peruvian public a lively feeling of practical patriotism, with the fundamental principle of the old British volunteer motto of "Defence not Defiance."

A philanthropist of Chiclaya has given a donation of £2,200 as a foundation for a general and persistent canvas of the country for public subscriptions, for the purchase of a submarine for each department, and an aeroplane for each province, and the necessary arms, such as rifles, cannons, etc., for the land forces. This is being taken up with enthusiasm, with funds already on deposit to the credit of "Pro Marina" amounting to one million one hundred and fifty soles, so that it has already obtained a good start.

It is reported that at the National Mining Congress, to be held in December next, Mr. Oscar Victor Saloman, former Peruvian consul in Cardiff, will present a paper pointing out the advisability of making known more widely abroad the inexhaustible mining resources of Peru, and will also set forth the vast difference between mining methods employed in districts such as Cerro de Pasco, with the primitive methods still in vogue, in a vast number of the mines operated by native capital.

TIMBER IMPORTS AND STOCKS ON HAND IN LIVERPOOL.

Mr. J. Forsyth Smith, Canadian Trade Commissioner, Liverpool, forwarded on November 5, 1917, the following particulars *re* the lumber stocks in that city:—

Liverpool timber importers make the following report on import, consumption and stock of timber in Liverpool for the month ending October 31, 1917: *Quebec waney board* and *square pine*, nil; *British Columbia* and *Oregon pine*, import, 7,000 cubic feet, consumption, 3,000 cubic feet, stock, 9,000 cubic feet, as against import, 44,000 cubic feet, consumption, 11,000 cubic feet, and stock, 77,000 cubic feet in 1915; *oak logs*, Canadian and United States, nil; *birch logs*, import, 5,000 cubic feet, consumption, 5,000 cubic feet, stock, 11,000 cubic feet, as against import, 12,000 cubic feet, consumption, 3,000 cubic feet, and stock, 46,000 cubic feet in 1915. *birch planks*, import and consumption, nil, stock, 13,000 cubic feet, as against import, 80,000 cubic feet, consumption, 27,000 cubic feet and stock, 185,000 cubic feet in 1915; *Quebec yellow pine deals*, import, nil, consumption, 100 stds., stock, 190 stds., as against import, 350 stds., consumption, 380 stds., and stock, 5,570 stds. in 1915; *Quebec red pine deals*, import, 90 stds., consumption, 20 stds., stock, 480 stds., as against import, 530 stds., consumption, 360 stds., stock, 980 stds. in 1915; *Quebec spruce*, import, 170 stds., consumption, 220 stds., stock, 680 stds., as against import, 1,810 stds., consumption, 850 stds., and stock, 5,670 stds. in 1915; *New Brunswick* and *Nova Scotia spruce and pine*, import, 1,220 stds., consumption, 640 stds., stock, 3,010 stds., as against import, 3,260 stds., consumption, 5,100 stds., and stock, 14,570 stds. in 1915. *Sleepers and crossings*, Canadian and United States, import, nil, consumption, 10 stds., stock, 30 stds., as against import, 1,600 stds., consumption, 900 stds., stock, 680 stds., in 1915.

THE BRITISH INDUSTRIES FAIR, 1918.

(*British Board of Trade Journal*.)

Next year's British Industries Fair, for which application forms for exhibiting space have just been issued by the Board of Trade, will be considerably larger than those of previous years. The last two fairs were held in the Victoria and Albert Museum and the Imperial Institute, and, though wonderfully successful, the space which was then available was by no means sufficient to meet the demands of the exhibitors. In many cases, in fact, exhibitors' applications for space had to be cut down by as much as 60 per cent, and the fact of the fair being in two buildings caused some inconvenience. The 1918 fair, which will as usual open on the last Monday in February (25th February), and remain open for a fortnight, is to be held in the Pennington Street premises of the London Dock, which the Port of London Authority have been so good as to place at the disposal of the Board of Trade, and it is hoped that the available space will be sufficient to meet exhibitors' requirements, at any rate for this coming year, as the fair will, owing to the war, again be restricted to the following trades:—

Earthenware and China.
Glass.
Fancy Goods.
Paper, Stationery, and Printing.
Toys and Games.

The fact that the building for next year's fair contains about twice as much space as the Board were able to secure at the Victoria and Albert Museum is only one of

its advantages. In the first place it is more conveniently situated for business men, being near the Tower bridge and only a few minutes' walk from Mark Lane station on the Metropolitan and District railways; and, in the second, the building is exceptionally well suited for the purpose of the fair, being a large roof-lighted warehouse on one floor. Some idea of its size can be gained from the fact that its area would be sufficient to accommodate two full-sized rugby football fields.

As in past years, invitations to the fair will be issued by the Board of Trade and admission will be restricted to bona fide buyers in the trades concerned.

As the increased size of the fair and the growing shortage of labour will make the work of preparation exceptionally difficult, it is hoped that firms who are desirous of exhibiting will send in their applications for space to the Director, British Industries Fair, 10, Basinghall street, London, E.C. 2, at the earliest possible moment.

Although the application forms were only issued at the end of last week, a number of firms have already applied for space, and there is every prospect of the number of exhibitors being larger than at the last fair.

GOVERNMENT NOTICES AFFECTING TRADE.

Canada.

IMPORTATION AND MANUFACTURE OF OLEOMARGARINE.

Whereas by Order in Council No. 3044 passed the twenty-fifth day of October, 1917, it was provided that licenses may be issued for the importation of oleomargarine and may be cancelled for the violation of any provisions of the regulations respecting same made or to be made by the Food Controller;

And whereas it is advisable to give publicity as to the nature of the regulations respecting the importation of oleomargarine,—

Therefore I do hereby order that all importers of oleomargarine into Canada shall observe and keep the following regulations:—

Regulations.

1. No substance intended for the colouring of oleomargarine shall be imported into Canada in packages containing oleomargarine, and no manufacturer, wholesale dealer or retailer dealing in oleomargarine shall deal in, sell, or give away any substance intended for colouring oleomargarine.

2. Licenses for the importation or manufacture of oleomargarine shall be issued from the office of and through the Veterinary Director-General, and shall be countersigned by such officer or officers under the Veterinary Director-General as the Food Controller for Canada may thereto authorize.

3. Oleomargarine imported into Canada shall be accompanied by the export certificate of inspection of the country of production, and every importer shall, at the time that the importation is made, produce to the collector of customs such importer's license, and deliver to the collector the certificate of inspection of the country of origin. Import licenses will be issued in duplicate, one copy to be deposited with the customs when the first entry is made.

4. Licenses to manufacture oleomargarine shall only be issued to such applicants as have satisfied the Veterinary Director-General that the building or buildings in which the applicant proposes to manufacture the oleomargarine is or are well lighted and ventilated, constructed of suitable material and provided with sanitary conveniences for the employees that there is no danger of contamination from objectionable

odours from packing houses, fertilizer houses or other sources, that the machinery and equipment is modern and capable of easy and efficient cleaning, and that the probable output of the proposed establishment will be sufficiently large to justify the employment of an inspector.

5. No oleomargarine shall be manufactured in Canada except under the supervision of inspectors appointed by the Minister of Agriculture.

6. All material entering into the composition of oleomargarine shall be subject to inspection, and if not approved by an inspector shall not be used. The inspector shall have power at any time to take samples of any such material for analysis. No oleo oil or neutral lard shall be used in the manufacture of oleomargarine unless it is the production of an abattoir under the inspection of the Minister of Agriculture of Canada and bears the Government inspection mark, or has been manufactured in the country of origin under inspection satisfactory to the Minister, and is at the time of importation covered by the official markings and export inspection certificate of the country of origin. No milk shall be used in the manufacture of oleomargarine unless it is from tuberculin tested cows or else has been pasturized before using, and no butter shall be used in such manufacture unless it is free from rancidity or any objectionable odour.

7. Inspectors appointed by the Minister of Agriculture shall have access at all reasonable hours to any premises in Canada in which oleomargarine is manufactured or stored.

8. No oleomargarine shall be sold in Canada unless it is in

(a) the original package, marked and labelled as required by these regulations.

(b) each small package shall be wrapped separately, and on the label or wrapper the word "Oleomargarine" shall be printed or marked so as to form the most conspicuous word on the label or wrapper.

(c) all labels, wrappers and packages shall bear the official inspection mark of the country of origin, together with the name and address of the manufacturer.

9. Any person violating any of the provisions of these regulations shall be guilty of an offence and liable on summary conviction to a fine of not less than fifty dollars nor exceeding five hundred dollars, or to imprisonment for a term not exceeding six months, or to both fine and imprisonment.

W. J. HANNA,
Food Controller.

United Kingdom.

PRICES FIXED FOR UPPER LEATHER.

(*Board of Trade Journal.*)

The Secretary of the War Office notifies that the Army Council has now fixed the following prices for various classes of upper leather, to remain in force from November 1 until further notice:—

Chrome Upper Leather produced from British Market Hides.

	Over 2½ mm.	2 to 2½ mm. inclusive.	1½ and under 2 mm.
	s. d.	s. d.	s. d.
Firsts per ft.	1 10	1 9	1 7
Seconds "	1 8½	1 7½	1 5½
Rejects "	1 6	1 5	1 3

Chrome Upper Leather produced from Imported Wet Salted, Dry and Dry Salted Hides.

	Over 2½ mm.	2 to 2½ mm. inclusive.	1½ and under 2 mm.
	s. d.	s. d.	s. d.
Firsts. per ft.	2 2	2 0	1 10
Seconds."	1 11½	1 9½	1 7½
Thirds."	1 8½	1 6½	1 4½
Rejects."	1 5	1 3	1 1

Vegetable Tanned Upper Leather produced from British Market Hides, for Sides and Whole Hides.

	2½ mm. and over.	Under 2½ mm. but not less than 2 mm.
	s. d.	s. d.
Firsts. per ft.	1 10	1 9
Seconds."	1 8	1 7

For Backs.

	2½ mm. and over.	Under 2½ mm. but not less than 2 mm.
	s. d.	s. d.
Firsts. per ft.	2 1½	2 0½
Seconds."	1 11½	1 10½

The above prices are subject to a deduction of 2 per cent commission and 2½ per cent discount for cash within thirty days.

When the tanner sells direct to a boot manufacturer he is entitled to retain the 2 per cent for such distribution. If, however, he sells to a factor he must allow the factor 2 per cent.

In cases where rough vegetable tanned upper leather is sent to a currier, the currier must distribute to the boot manufacturer with a discount of 2½ per cent for cash within thirty days. If, however, the currier sells through a factor he must allow the factor the 2 per cent commission.

From the 1st November, 1917, no producer will be entitled to sell either to a boot manufacturer or to a factor any upper leather of the quantities specified above except it be graded in accordance with the approved Government grades. To enable him to obtain such gradings, it is essential that he should send to the Royal Army Clothing Department (Boots), Holland Park, London, W. 14, as soon as possible, not less than twelve sides of each selection made according to his judgment. After the department has graded the parcel in accordance with the Government method, half thereof will be returned to the producer impressed with the Government stamp as his standard selections, the remaining half will be retained in the department for reference as a sample of each producer's output.

It should be clearly understood that manufacturers have a right to see each producer's stamped samples, and to demand that his output shall be of equal quality and value. In the event of disagreement between a buyer and seller as to whether the quality of a specific selection is up to standard, the department shall be recognized as arbitrator, and the respective producer's stamped sample at Holland Park shall be considered as the standard.

Carriage for upper leather must be paid by the boot manufacturer.

With regard to upper leather made from British market hides and imported wet salted hides, the substance should always be taken by the caliper at a spot measured four inches to the right or left of a point on the ridge of the backbone, 3½ feet from the root of the tail.

With regard to upper leather made from imported dry and dry salted and all other hides, the measurement spot should be four inches to the right or left of a point on the ridge of the backbone, three feet from the root of the tail.

The prices for classes of upper leather not specified above are under consideration and will be published as soon as possible.

TARIFF CHANGES AND INTERPRETATIONS.

Australia.

LATEST DECISIONS RESPECTING MOTOR-CARS.

Under date of October 16, 1917, Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, writes:—

“Subject to any further determination, the Commonwealth Department of Trade and Customs announced on October 15 that each complete motor-car imported and not ordered on the date of the prohibition proclamation, August 10, must be accompanied by two chassis before it will be admitted into Australia.

“Another modification of the proclamation allows the importation of all motor-cars ordered prior to August 10, 1917, and shipped from the factory on or before December 31, 1917.

“These alterations have been caused through motor-body builders in Australia not yet being fully equipped to construct the large number of bodies which would be required had the embargo been rigidly enforced.

“Additional particulars in regard to the embargo on motor-car bodies, and the decisions thereon, appeared in *Weekly Bulletins* No. 717 and No. 719.

FURTHER CUSTOMS DECISIONS AS TO PROHIBITED IMPORTS.

(Board of Trade Journal.)

The Board of Trade have received from the office of the High Commissioner for the Australian Commonwealth, copy of a circular (L.O. 12), dated 26th October, 1917, which contains further customs rulings as to the application of the prohibitions specified in the proclamation issued by the Commonwealth Government on the 10th August, 1917, under which the importation of certain articles into the Commonwealth is prohibited.

The rulings contained in the above-mentioned circular are as follows:—

Potable Spirits.

The importation of potable spirits for the year 1917-18 will be restricted to 70 per cent of the average importations for the previous three years.

Stout.

Stout may be imported during 1917-18 to the extent of one-third of the quantity imported during 1916-17. This concession does not apply to ale or lager beer.

Motor Bodies.

Importation of all motor-cars already ordered prior to the date of the proclamation and shipped from factory on or before 31st December, 1917, will be allowed. Motor-cars not ordered prior to the date of the proclamation will be admitted with the proviso that each complete car is accompanied by two chassis.

Perfumery.

The term “perfumery” applies to articles essentially perfumes, e.g. sachets and non-spirituous scents (perfumed spirits are also prohibited under another heading

of the proclamation). Preparations such as face powders and creams, pomades, hair lotions, dentifrices and smelling salts are not affected.

Perfumery will be admitted during 1917-18 to the extent of 50 per cent of the value imported during 1916-17.

Perfumed Spirits and Bay Rum.

Perfumed spirits and bay rum will be admitted during 1917-18 to the extent of 50 per cent of the quantity imported during 1916-17.

NOTES ON FOREIGN TRADE.

Opening for Ready-made Clothing in New Zealand.

(*Consul General Alfred A. Winslow, Auckland, United States Commerce Reports.*)

There is at this time an exceptionally good opening in New Zealand for ready-made clothing from the United States, providing care is taken to conform to the local tastes and customs of the country, since the supplies from European manufacturers are very greatly curtailed.

More clothing is now being manufactured in New Zealand than before the war, and this industry will expand unless imports can be supplied at sufficiently low prices to compete with the home-made article.

The following table gives the imports of ready-made clothing, by countries of origin, for the years 1914, 1915, and 1916:—

Countries—	1914.	1915.	1916.
United Kingdom.. . . .	\$4,868,155	\$4,053,639	\$5,140,435
Canada.. . . .	25,155	40,616	42,874
Australia.. . . .	39,769	35,900	32,425
Belgium.. . . .	26,853	8,765	3,100
France.. . . .	70,593	67,226	68,754
Germany.. . . .	354,982	31,700	910
Italy.. . . .	12,215	17,670	25,330
Switzerland.. . . .	30,299	50,952	99,101
Japan.. . . .	65,999	79,100	292,535
United States.. . . .	154,798	126,154	222,370
All other countries.. . . .	40,266	18,848	17,675
Total.. . . .	\$5,689,084	\$4,530,570	\$5,945,509

These figures show a decrease for all three years compared with the imports for 1913, which totalled \$6,222,378. This indicates quite a marked decrease in quantity, since the cost of wearing apparel has very greatly increased. The imports of wearing apparel for the first three months of 1917 were valued at \$1,826,149, as compared with \$1,748,485 for the same period in 1916.

The imports of ready-made clothing from the United Kingdom made a slight gain over 1914, but decreased from 1913, when the imports amounted to \$5,880,211. Switzerland, the United States, and especially Japan, made considerable increases. The imports from Germany in 1914 amounted to \$354,982, as compared with \$27,496 in 1913.

It should be noted that American ready-made clothing enters this market on the same basis as British-made goods, since the import duty is 25 per cent from all countries, with a 1 per cent war tax on all imports. This should encourage American exporters to go after business here at this time.

The business houses handling this class of merchandise in New Zealand have been accustomed to pay against documents at port of delivery, and it is clear that if American interests expect to compete successfully with the European manufacturers they must put themselves in position to meet some such terms, unless they are able to quote sufficiently low prices to induce sales on a cash basis.

Umbrellas for Brazil.

(*London Times Trade Supplement.*)

Many of the large clothing establishments make a good show of European umbrellas and walking sticks. As a rule the retailers purchase the frames and cover the umbrellas themselves. The countries principally supplying them have been Germany, France, and Italy, while English canes are in considerable request. The Brazilians demand for their umbrellas a lighter kind of stick and frame than those fashionable in this country. Parasols, of which large stocks in all colours and patterns may be seen in the drapery establishments, are ordinarily imported fully finished. The French fashions are closely followed, and many of the large importers have their regular buyers in Paris. English manufacturers might improve their connections were they to import Brazilian woods and make these up into attractive canes and walking-sticks. The mountings should be in rich gold and silver, for the natives do not mind paying a high price for a really well-made and showy article. The duty on manufactured gold, nevertheless, is high—namely, 1s. 8d. per gramme; there is no duty upon gold bars. In connection with silver ornaments used upon sticks and canes the duty chargeable is very trifling. As to the duties upon umbrellas, these depend on the character of the coverings, whether silk, cotton, or cotton with wool or silk mixture, and whether they are provided with fringes or borders. When the handles are inlaid with gold or other metal the duty charged amounts to 50 per cent *ad valorem*. In all cases the duty includes the covers. English umbrellas are much in vogue in Brazil; those for men sell freely at anything between 20s. and 30s. each, while ladies' are priced usually at figures ranging between 10s. and 25s. each. The best selling line of men's umbrellas cost the importer £13 per dozen.

Companies Formed for Sugar Production in the Far East.

H.M. Embassy at Tokio writes in the *Board of Trade Journal* under date September 5, that the formation of two Japanese companies has been projected for the purpose of engaging in the sugar industry in the Netherlands East Indies. At the time of writing, the plans for the formation of one company were well advanced, and it is understood that the Soekeredjo mill at Soerabaya has been purchased for this concern.

The other company is being established for the purpose of purchasing sugar companies and suitable cane growing lands in Java and Sumatra. The capital of this company is stated to be 6,000,000 yen (about £612,000 at par value of yen); the company has already purchased a sugar estate in Sumatra, and a tract of land in Java which is to be brought under cane cultivation, in addition to buying out a Soerabayan sugar company. Manufacturing operations will be commenced with a plant having a daily capacity of 300 tons, which it is intended to increase later to a capacity of 1,500 tons.

The large dividends at present being paid by the Formosan sugar companies are mainly responsible for the establishment of new companies to engage in the sugar industry. In addition to the two companies already mentioned, several other Japanese companies have been formed during the past year. Another company is being formed for the purpose of cultivating sugar cane in the islands south of Japan,

and in the Loochoos. In addition to its sugar operations, this company intends to manufacture starch from sweet potatoes, and to run shipping services between the islands.

H.M. Embassy adds that while the prospects of success in the sugar industry are excellent at present, it will be interesting to observe what will happen when the war comes to an end. Sugar consumption in the Far East is undoubtedly growing, but Japan is much affected by the present sugar consumption tax, and it will be many years yet before the sugar industry can stand on its own feet, under normal conditions.

Swedish Wood-pulp Firms Amalgamate.

(United States Vice-Consul Arthur E. J. Reilly, Stockholm, October 22, in Commerce Reports.)

The wood-pulp firm of Billeruds AB., in Varmland, a concern which of late years has absorbed a number of similar undertakings, has purchased Sälboda AB. and Jössefors AB., which hold the majority of the shares in Charlottenbergs AB. Jössefors has a share capital of \$670,000 and Charlottenberg of \$160,000. The two companies own productive forest land to the extent of 40,000 acres. Jössefors has wood-pulp mills with a yearly output of 33,000 tons of wet mechanical pulp. The capital of the Sälboda Company is \$402,000. The company owns 22,000 acres of productive forest land, pulp mills, sulphite works, and paper mills with an output of 4,500 tons of paper and 5,000 tons of sulphite pulp. Billerud reported for 1916 a net profit of \$894,770 on a capital of \$1,407,000, and raised its dividend from 10 to 15 per cent.

Japanese Bean Cakes may go Beyond the Six Yen Mark.

WITH BUYING SEASON NEAR PRODUCT BRINGS YEN 5.20 ON TOKYO MARKET.

The following information taken from the Japan *Advertiser* has been received from Mr. E. F. Crowe, Acting Canadian Trade Commissioner, Yokohama:—

Bean cakes on the market are quite buoyant at present, having been visited with waves of speculation, which all have but touched their apex in other departments of commerce. They have already surpassed the historical figure quoted a few weeks ago and it is believed they will soon be beyond the level of yen 6 per picul.

The huge speculation in bean cakes was first evidenced at Dairen some time ago, when the Dairen Staple Produce Exchange was compelled to close its doors for a few days to prevent the final catastrophe. A firm at Kobe, who handles bean cakes on a large scale, closely followed the speculative move by some Manchurian merchants at Dairen with a cornering both at home and in Manchuria.

Yesterday in Tokyo the speculative cornering of the Kobe firm having been intensified raised bean cake prices to yen 5.20 per picul. As the buying season is close at hand buyers are inquiring after stocks, now and then their inquiries being matured into business. But they are dismayed at such a large advance in prices; they cannot know why they are forced to buy the articles at such a high price as that, which dealers themselves acknowledge to be abnormal even considering the present soaring tendency in the price of commodities.

The visible stock in the market has been reduced remarkably because much of the available cargo has been held back by the Kobe firm from dealers. Only a small stock obtained through Vladivostok is available for dealings at present.

This situation in the bean cake market has told on Chilean saltpetre. Yesterday double bag goods were sold at yen 237 per ton. The figure was an increase of yen 2 over the previous day, but buyers easily acquiesced in the quotation, thus demonstrat-

ing the fact that the prospect for the goods is bright. In the United States, too, speculation in those goods is active owing to the substantial advance in saltpetre in Chile, the ruling figure at San Francisco being \$111.75 for 95 per cent goods and \$112.75 for 96 per cent goods, which figures are an increase of \$4.75 and \$3.75, respectively, over the previous quotations.

Bank of Venezuela to Discount Commercial Bills.

(Consul Homer Brett, La Guaira, United States Commerce Reports.)

The Bank of Venezuela, in a circular dated September 28, informs its customers that, with the object of broadening its field of operations and assisting commerce, it will henceforth discount commercial paper (acceptances and notes) originating in the sale and purchase of merchandise. The interest rate for terms of ninety days or less is fixed at 8 per cent annual and that for terms of from ninety days to six months at 9 per cent.

With this and other extensions of activity on the part of the Bank of Venezuela, the establishment of the Royal Bank of Canada, and of the National City Bank of New York, the banking facilities at the command of Venezuelan business men are much better than a year ago.

Trade Notes of Interest.

(The British Export Gazette.)

Last year Korea produced 250,000 tons of iron ore.

Artificial silk goods are in great demand throughout Spain.

Large quantities of cheap buttons are being imported into New Zealand from Japan.

All minerals produced in Australia are henceforth to be treated within the Commonwealth.

There are no soap factories in Jamaica, and imports of soap are valued at upwards of £60,000 yearly.

Porto Rico increased its output of sugar in the season just closed to upwards of half a million tons.

All the Japanese railways are blocked with accumulations of goods awaiting transport, chiefly for export.

Motor passenger services between important towns are now being established in various parts of China.

Machinery imports into the Federated Malay States in 1916 were valued at £222,940, or £65,680 more than last year.

All beans imported into the United Kingdom from India and other Asiatic countries are being chemically examined before delivery.

British-made galvanized buckets, kettles, brass candlesticks, and electro-plated goods are lines that have always held their own in Morocco.

Italy is a fine market for pipe fittings, which were formerly supplied chiefly from Germany. Right-hand threadings of English standard are preferred.

Unassembled metallic silos, agricultural motors, and self-driven agricultural machines imported into Portugal are now liable to a customs duty of 50 centavos per 100 kilogrammes.

Venezuela is a particularly good market for enamelled ware, and before the war Germany supplied practically all requirements in this line. American goods now on the market are declared to be inferior.

Boots and shoes sold in Victoria, Australia, which are not of solid leather, must be stamped with the name of the material of which they are made, and the name or trade mark of either the seller or manufacturer.

Japanese enamelled ware is rapidly winning favour at Aden and the market of which that port is the centre. It is, however, regarded as inferior in colour, polish, and general appearance to the Austrian ware it replaces.

In spite of all disabilities British vessels using the Panama canal during the twelve months ending June outnumbered those of any other nationality. Out of the total of 1,876 vessels using the canal, 780 were British and 464 American.

Lack of tonnage for New Zealand is not only hampering the import trade of the Dominion, but is causing a large accumulation of stocks of produce, and it is feared there will be no accommodation for the new season's supplies.

The importation into Australia from the East of shaving brushes and other toilet articles made from the hair of animals is prohibited unless accompanied by a Government Health Department certificate that the hair has been effectively cleansed and disinfected.

Shippers to Brazil should note that in respect of the admission into the Republic of articles bearing advertising matter and intended for distribution as such at a reduction of 50 per cent of the customs duty, the provisions safeguarding this concession are being strictly enforced.

The manufacture of aluminium sulphate for clarifying municipal water supplies in Argentina is to be undertaken in the Republic. Before the war supplies were obtained to the extent of 8,000 tons annually, principally from Germany and Belgium.

Electricity is now used as a motive power instead of steam in most Indian collieries.

German commercial travellers, it is stated, are still actively prosecuting their calling in Brazil.

Commercial exchanges are to be established in all the principal business centres in Venezuela.

A permanent exhibition of agricultural machinery is to be set up in the state of Guanajuato, Mexico.

A Japanese steamship service between Singapore and Australia will probably be inaugurated at an early date.

Rotary duplicators will henceforth be admitted into Uruguay at a reduction in duty from 45 to 12 per cent ad valorem.

Chile consumes paper to the value of £800,000 annually, of which £600,000 is imported and the rest made locally.

Japan has nearly doubled its output of copper since the war began. Russia takes 60 per cent and Great Britain 20 per cent.

The manufacture of chemical manures is a new Portuguese industry necessitated by the difficulty of importing supplies.

British shovels, picks, and axes are preferred in Brazil on account of high quality, but prices are regarded as too high.

The trade in electrical goods in the Republic of Colombia, though at present small, shows signs of considerable development.

With better railway transport at least 15,000 to 20,000 tons of manganese ore would be shipped monthly from Bahia, Brazil.

Glycerine was first manufactured in Japan in 1916. An important industry has now been built up, one firm alone producing 70 tons monthly.

A Bill for the registration of business names has been introduced into the New Zealand Parliament, and is of similar character to that of the United Kingdom.

A policy of one agency for all Russia is bound to be ineffective. Russia is not one market but many, each with its distributing centre.

The importance of Spanish as a commercial language may be understood when it is recollected that there are about 100,000,000 Spanish-speaking people in no fewer than twenty-two Spanish-speaking markets.

British firms have made great progress in supplying the requirements of common soap to the Italian market. Out of 4,913 tons imported last year Great Britain supplied 2,337 tons. Before the war the British share amounted to only 288 tons.

Pianos of German make were extremely popular on the Spanish market before the war. American instruments which were formerly hardly known in Spain, are now making a bid for the trade.

Nijni-Novgorod Fur Fair, 1917.

The following information from the *British Board of Trade Journal*, respecting this year's fur fair at Nijni-Novgorod will be of interest:—

Under the conditions prevailing in Russia at the present time, the fur fair this year naturally presented some quite unusual features. Many of the dealers who usually frequent the fair had apparently decided not to participate, but at the last moment, influenced by the high prices prevailing, several of them decided to offer their goods. Thus no great volume of furs was offered for sale, and this encouraged an upward tendency in prices. Prices for furs at the fair during the three preceding years have not varied greatly, but at the latest fair a very considerable rise in prices took place. Among the reasons for the increase, in addition to that mentioned above, were the political situation, the fall in the value of the rouble, and the great demand for furs in the Russian market itself, owing to the scarcity of cloth. Transactions in furs were made at small commercial hotels in the suburbs of the town.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending November 23, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C. P. R.	930,134	331,536	127,856		1,389,526
Consolidated Elevator Co.	886,419	140,562	41,806	49,068	1,117,855
Empire Elevator Co.	420,177	274,831	41,127	48,957	785,092
Ogilvie Flour Mills Co.	571,600	52,610	36,676		660,886
Western Terminal Elevator Co.	740,615	123,207	4,464	82,105	950,451
G. T. Pacific	1,382,984	1,461,041	131,583	51,780	3,027,388
Grain Growers' Grain Co.	748,089	352,810	90,344		1,191,243
Fort William Elevator Co.	150,166	304,892	61,965	40,159	557,182
Eastern Terminal Elevator Co.	449,683	78,810	11,356		539,849
Northwestern	25,942				25,942
Port Arthur—					
Port Arthur Elevator Co.	742,723	637,454	256,115	43,934	1,680,226
D. Horn & Co.	105,239	77,479	15,198	87,463	285,379
Dominion Government Elevator . .	430,398	142,945	31,559	84,992	689,894
Thunder Bay	236,169	249,368	44,662	15,446	535,645
Grain afloat Davidson & Smith	497,678	157,925	61,008		726,611
Total Terminal Elevators	8,318,016	4,385,530	955,719	503,904	14,163,169
Saskatoon Dom. Govt. Elevator	2,513	408,028			410,541
Moosejaw Dom. Govt. Elevator	47,204	176,020	641	70	223,935
Calgary Dom. Govt. Elevator	63,819	120,942	10,133	1,885	196,779
Vancouver Dom. Govt. Elevator	6,369	2,295	210		8,874
Total Interior Terminal Elevators	119,905	707,285	10,984	1,955	840,129
Depot Harbour	29,962				29,962
Midland—					
Aberdeen Elevator Co.	702,913				702,913
Midland Elevator Co.	539,222	224,862	105,750		869,834
Tiffin, G. T. P.	685,808	199,154	90,917		975,879
Port McNicol	2,107,800	418,323	134,461		2,660,584
Collingwood					—
Goderich	476,138	153,590	53,573		683,301
Western Canada Flour Mills Co. Ltd.	578,773				578,773
Kingston—					
Montreal Transportation Co.	425,045				425,045
Commercial Elevator Co.					—
Port Colborne	1,380,720	409,582			1,790,302
Prescott					—
Montreal—					
Harbour Commissioners No. 1	857,889	73,899	43,856		975,644
" " No. 2	1,622,299	50,904	35,082		1,708,285
Montreal Warehousing Co.	1,169,170	14,448		12,266	1,195,884
Quebec Harbour Commissioners	1,855	12,586			12,441
West St. John, N.B.	593,999	39,715	7,328		641,042
Halifax, N.S.	125,350				125,350
Total Public Elevators	11,296,943	1,597,063	470,967	12,266	13,377,239
Total quantity in store	19,734,864	6,689,878	1,437,670	518,125	28,380,537

NOTE.—There are 240,379 bushels U. S. oats, 18,121 bushels U. S. corn and 22,276 bushels U. S. rye in store at Harbour Commissioners Elevator Nos. 1 and 2.

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended November 23, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.
Wheat—				
No. 1 Hard	46,121		117,387	163,508
No. 1 Northern	2,833,382	47,835	4,873,212	7,754,429
No. 2 "	1,887,347	10,386	3,212,900	5,110,633
No. 3 "	1,134,266	17,371	1,457,092	2,608,729
No. 4 Wheat	598,164	6,113	717,000	1,321,277
No. 5 "	387,194	9,838	76,551	473,583
No. 6 "	376,718	14,258	23,314	414,290
Other	1,054,824	14,104	819,487	1,888,415
Totals.....	8,318,016	119,905	11,296,943	19,734,864
Oats—				
No. 1 C. W.	14,252			14,252
No. 2 "	756,534	188,253	790,821	1,735,608
No. 3 "	282,423	48,523	170,066	501,012
Ex. No. 1 Feed	709,479	243,196	59,693	1,013,368
No. 1 Feed	777,306	144,198	208,125	1,129,629
No. 2 "	1,076,404	28,481	46,548	1,151,433
Other	769,132	54,634	321,810	1,144,576
Totals.....	4,385,530	707,285	1,597,063	6,689,878
Barley—				
No. 3 extra C. W.	4,531			4,531
No. 3 C. W.	189,385	4,716	146,347	340,448
No. 4 "	385,191	3,578	122,360	511,129
Feed	116,619	743	9,832	127,194
Rejected	160,144		30,475	190,619
Other	99,849	1,947	161,953	263,749
Totals.....	955,719	10,984	470,967	1,437,670
Flax—				
No. 1 Northwestern Canada	400,523	1,711	12,266	414,500
No. 2 C. W.	49,146	162		49,308
No. 3 "	5,872	12		5,884
Rejected				
Other	48,363	70		48,433
Totals	503,904	1,955	12,266	518,125
Corn.....				
Total quantity in store.....	14,163,169	840,129	13,377,239	28,380,537

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East on November 23, 1917, with comparisons for three years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>November 23, 1917—</i>			
Terminal elevators.....	8,318,016	5,845,153	14,163,169
Interior terminals.....	119,905	720,224	840,129
Public elevators in the East.....	11,296,943	2,080,296	13,377,239
Total.....	19,734,864	8,645,673	28,380,537
<i>November 24, 1916—</i>			
Terminal elevators.....	14,172,716	7,731,852	21,904,568
Interior terminals.....	527,469	129,466	656,935
Public elevators in the East.....	6,290,923	10,226,749	16,517,672
Total.....	20,991,108	18,088,067	39,079,175
<i>November 26, 1915—</i>			
Terminal elevators.....	18,373,530	5,560,271	23,933,801
Interior terminals.....	395,707	63,558	459,265
Public elevators in the East.....	5,278,794	4,126,662	9,405,456
Total.....	24,048,031	9,750,491	33,798,522
<i>November 26, 1914—</i>			
Terminal elevators.....	5,390,285	2,484,855	7,875,140
Interior terminals.....	761,786	309,346	1,071,132
Public elevators in the East.....	7,717,330	3,185,013	10,902,343
Total.....	13,869,401	5,979,214	19,848,615

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1483. **Oatmeal and barley.**—A manufacturers' agent in Kingston, Jamaica, wishes to get into communication with Canadian exporters of oatmeal and barley.

1484. **Agricultural tools and implements.**—A trading company in Sumatra, covering the Dutch Indies and Straits Settlements, etc., would like to get into touch with Canadian manufacturers of agricultural tools and implements with a view to business after the war.

1485. **Birch and ash veneer.**—A large manufacturing company in the United Kingdom who are supplying the British Government with birch and ash veneer for war purposes wishes to secure supplies in Canada.

1486. **Sulphite lye.**—A London manufacturing company wish to ascertain if they can obtain sulphite-lye, a by-product of the pulp industry, from Canada, and would be glad to hear from producers able to offer regular supplies. Full particulars obtainable at Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1487. **Washboards.**—A London company who are large buyers of washboards would be pleased to hear from Canadian manufacturers looking for export trade.

1488. **Acetate of soda.**—A Lancashire firm ask for names of Canadian manufacturers of acetate of soda.

1489. **Frozen fish.**—A London firm make inquiry for names of Canadian shippers of frozen fish.

1490. **Provisions.**—A London firm of provision importers make inquiry for names of Canadian shippers of produce.

1491. **Provisions.**—A Liverpool firm would like to get into touch with Canadian produce exporters.

1492. **Salt codfish.**—A correspondent in Spain asks for names of Canadian fish exporters able to ship regular cargoes of from two to three thousand tons of salt codfish. He would also like to hear from Canadian buyers of fishery salt.

1493. **Condensed milk.**—A London firm desire to purchase supplies of Canadian condensed milk in 14-ounce and 16-ounce cans, 9 per cent butter fat.

1494. **Frozen fish.**—A Scottish firm wish to get into communication with Canadian shippers of frozen fish.

1495. **Sulphite (wood) pulp.**—London firm ask for quotations c.i.f. Bilbao, Spain, or Genoa, Italy, for 100 tons and 1,000 tons of strong, easy bleaching and bleached sulphite (wood) pulp.

1496. **Codfish, salted.**—An Italian firm make inquiry for names of Canadian packers of salted codfish.

1497. **Heating appliances, flooring, etc., paints and oils.**—An inquirer in Newfoundland wishes to be placed in touch with Canadian manufacturers of church and house-heating appliances, maple flooring and cedar shingles, paints and oils.

1498. **Wire nails.**—A London firm ask to be placed in correspondence with Canadian manufacturers of wire nails, who can fill orders for shipment to India.

1499. **Condensed milk.**—A firm of produce merchants at Manchester, Eng., wish to get into communication with Canadian exporters of condensed milk.

1500. **Writing and ledger papers.**—A Russian commission house of first-class standing desire to establish connections with strong manufacturers of writing and ledger papers for trade after the war. Samples required in the meantime; also some indication of present prices f.o.b. Atlantic ports.

1501. **Disc harrows.**—A Belfast firm of agricultural implement dealers wish to get into communication with exporters of disc harrows, with a view to after-the-war business.

1502. **Tinned mattress wire.**—A Birmingham firm are open to purchase large quantities of tinned mattress wire, 23 gauge.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

(*Circulated within Canada only.*)

Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

Trade of China and Japan.
Russian Trade.
Directory of Russian Importers.
The German War and its relation to Canadian Trade.
Handbook for Export to South America.
Commercial Intelligence Service.
Toy Making in Canada.
The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

*Canada Year-Book. (*Price, \$1.00.*)

*Census Returns. (*Price of volumes vary.*)

*Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, Via Carlo Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P.O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.* (Exports from Canada to Holland are at present prohibited).

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9, Petrograd, Russia.

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C., 2 England. *Cable Address, Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John St., Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania Norway. *Cable Address, Sontums.* (Exports from Canada to Norway, Sweden and Denmark are at present prohibited.)

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostok, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE BRANCH

1985

Commercial Intelligence Branch

VOL. XVII.

No. 724.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, DECEMBER 10, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.

(Minister of Trade and Commerce).

OTTAWA

J. DE LABROQUERIE TACHÉ

PRINTER TO THE KING'S MOST EXCELLENT MAJESTY

1917

1286

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, December 10, 1917.

No. 724

PROHIBITED EXPORTS FROM CANADA.

His Excellency the Governor General in Council, on the recommendation of the Minister of Trade and Commerce and under and by virtue of the powers in that behalf conferred by the War Measures Act, 1914, or otherwise vested in the Governor General in Council, and notwithstanding anything contained in previous Order in Council prohibiting the exportation of goods, is pleased to order and it is hereby ordered as follows:—

The exportation of the following goods is hereby prohibited to the United Kingdom, British possessions and protectorates, namely:—

Wheat.
Rye.
Barley.
Oats.
Corn.
Rice.
Beans.
Peas.
Cotton seed.
Wheat flour.
Corn meal.
Corn flour.
Corn grits.
Corn hominy.
Rice flour.
Cotton-seed cake.
Cotton-seed meal.
Rape-seed oil.
Soya bean oil.
Copra oil.
Oleo oil.
Lard substitutes.
Cooking fats.
Peanut meal.
Soya bean meal.
Copra.
Starch.
Sugar (except in such quantities as may be shipped to members of military and naval forces overseas, under the regulations of the Postmaster General's Department).
Molasses.
Syrup.
Glucose.
Corn oil.
Cotton-seed oil.

Peanut oil.
 Palm oil.
 Olive oil.
 Canned salmon.
 Canned fish.
 Oleomargarine.
 Pork products (including bacon, shoulders, fatbacks, hams, sausages, fresh pork).
 Butter.
 Condensed milk (including powdered evaporated milk).
 Beef products (including canned, preserved and fresh beef).
 Cheese.
 Poultry.
 Eggs.
 Canned tomatoes.
 Canned peas.
 Canned corn.
 Canned sardines.

Dried fruit (including prunes, apples, raisins, apricots and peaches).

Provided that licenses permitting the exportation of the goods herein described may be issued by the Minister of Customs, such licenses to be countersigned by the Food Controller of Canada.

UNITED STATES EXPORT RESTRICTIONS.

In connection with his proclamation issued November 28 making additions to the list of prohibited exports, the President made the following statement:—

The purpose and effect of this proclamation are to supplement the proclamation of August 27, 1917, by subjecting to export control certain additional commodities whose conservation is essential to the policy of devoting all the resources of this country to the most vigorous prosecution of the war. Our foreign trade in these commodities will be affected only to the extent that control of their exportation by license is demanded by the duty of providing for our domestic needs and the needs of the nations at war with the Imperial German Government.

A PROCLAMATION BY THE PRESIDENT OF THE UNITED STATES OF AMERICA.

Whereas Congress has enacted, and the President has on the 15th day of June, 1917, approved a law which contains the following provisions:—

“Whenever during the present war the President shall find that the public safety shall so require, and shall make proclamation thereof, it shall be unlawful to export from or ship from or take out of the United States to any country named in such proclamation any article or articles mentioned in such proclamation, except at such time or times, and under such regulations and orders, and subject to such limitations and exceptions as the President shall prescribe, until otherwise ordered by the President or by Congress: Provided, however, that no preference shall be given to the ports of one state over those of another.”

Now, therefore, I, Woodrow Wilson, President of the United States of America, do hereby proclaim to all whom it may concern that the public safety requires that the following articles (in addition to the articles controlled by the second division of the proclamation of August 27, 1917), namely:—

Antimony, antimony ore,
 Asbestos,
 Arsenic and its compounds,

Acetic acid, glacial acetic acid,
Acetate of cellulose and all acetates,
Animal oils,
Balata,
Beans,
Caustic soda,
Calipers,
Canned peas, canned tomatoes, canned corn,
Chestnut extracts,
Cinchona bark,
Dried prunes, dried apricots, dried apples, dried raisins, dried peaches,
Eggs,
Flax-seed,
Gutta joolatong,
Gutta-percha,
Gutta-siak,
Hospital gauze,
Iridium,
Iron and steel wire rope, cable and strands consisting of six or more wires,
Lathe chucks,
Micrometers,
Mica, mica splittings,
Methyl-ethyl ketone,
Opium,
Peanut meal,
Pine wood (yellow), measuring 1 foot by 1 foot by 25 feet and larger sizes.
Poster paper,
Quebracho extracts,
Rubber,
Stud link cable chain,
Strontium ores,
Soda ash,
Soya bean meal,
Soya bean oil,
Starch,
Sponges,
Shellac,
Seedlac,
Surgical instruments,
Titanium,
Vegetable fibre bags, and bagging, except cotton bags and bagging,
Vegetable oils,
Wolframite,
Wood alcohol,

shall not on and after the first day of December in the year one thousand nine hundred and seventeen be exported from or shipped from or taken out of the United States or its territorial possessions to Abyssinia, Afghanistan, Argentina, Belgium, her colonies, possessions, or protectorates, Bolivia, Brazil, China, Chile, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, Egypt, France, her colonies, possessions, or protectorates, Great Britain, her colonies, possessions or protectorates, Guatemala, Haiti, Honduras, Italy, her colonies, possessions, or protectorates, Japan, Liberia, Mexico, Monaco, Montenegro, Morocco, Nepal, Nicaragua, the colonies, possessions, or protectorates of the Netherlands, Oman, Panama, Paraguay, Persia, Peru, Portugal, her colonies, possessions, or protectorates, Roumania, Russia, Salvadore, San Marino, Serbia, Siam, Uruguay, or Venezuela, or to any territory occupied by the military

forces of the United States or the nations associated with the United States in the war, except at such time or times, and under such regulations and orders, and subject to such limitations and exceptions as the President shall prescribe, until otherwise ordered by the President or by Congress.

The regulations, orders, limitations, and exceptions prescribed will be administered by and under the authority of the War Trade Board, from whom licenses, in conformity with said regulations, orders, limitations, and exceptions, will issue. Said proclamation of August 27, 1917, is hereby confirmed and continued, and all rules and regulations heretofore made in connection therewith or in pursuance thereof, including the Executive order of October 12, 1917, are likewise hereby confirmed and continued and made applicable to this proclamation.

In witness whereof, I have hereunto set my hand and caused the seal of the United States of America to be affixed.

Done in the District of Columbia, this 29th day of November, in the year of our Lord one thousand nine hundred and seventeen and of the Independence of the United States of America the one hundred and forty-second.

(Signed) WOODROW WILSON.

PROHIBITION OF CERTAIN UNITED STATES IMPORTS EXCEPT UNDER LICENSE.

PROCLAMATION BY THE PRESIDENT OF THE UNITED STATES.

Whereas Congress has enacted and the President has on the 6th day of October, 1917, approved a law which contains the following provisions:—

“Whenever during the present war the President shall find that the public safety so requires and shall make proclamation thereof, it shall be unlawful to import into the United States from any country named in such proclamation any article or articles mentioned in such proclamation except at such time or times, and under such regulations or orders, and subject to such limitations and exceptions as the President shall prescribe, until otherwise ordered by the President or by Congress: Provided, however, that no preference shall be given to the ports of one state over those of another.”

Now therefore, I, Woodrow Wilson, President of the United States of America, do hereby proclaim to all whom it may concern that the public safety requires that the following articles, namely:—

Antimony, antimony ore, or any chemical extracted therefrom,
Asbestos,
Beans of all kinds,
Balata,
Burlap,
Castor seed, castor oil,
Cotton,
Chrome, chrome ore, or any ferro-alloy or chemical extracted therefrom,
Cocoanut oil,
Cobalt, cobalt ore, or any ferro-alloy or chemical extracted therefrom,
Copra,
Industrial diamonds,
All ferro-alloys,
Flax,
Gutta joolatong,
Gutta-percha,
Gutta-siak,
Hemp,
Hides and skins,

Jute,
 Iridium,
 Leather,
 Manganese, manganese ore, or any ferro-alloy or chemical extracted therefrom,
 Mica,
 Molybdenum, molybdenum ore, or any ferro-alloy or chemical extracted therefrom,
 Naxos emery and naxos emery ore,
 Nickel, nickel ore, matte, or any ferro-alloy or chemical extracted therefrom,
 Sodium, potassium, or calcium nitrates,
 Optical glasses,
 Palm oil,
 Platinum,
 Plumbago,
 Pyrites,
 Rice,
 Rubber, raw, reclaimed, waste or scrap,
 Scheelite,
 Shellac,
 Sisal,
 Soya bean oil,
 Spiegeleisen,
 Sugars,
 Tanning materials,
 Tin in bars, blocks, pigs, or rain or granulated,
 Tin ore and tin concentrage, or any chemical extracted therefrom,
 Titanium, titanium ore, or any ferro-alloy or chemical extracted therefrom,
 Tobacco,
 Tungsten, tungsten ore, or any ferro-alloy or chemical extracted therefrom,
 Vanadium, vanadium ore, or any ferro-alloy or chemical extracted therefrom,
 Wheat and wheat flour,
 Wolframite,
 Wool,

shall not, from and after the date of this proclamation, be imported into the United States or its territorial possessions from Abyssinia, Afghanistan, Albania, Argentina, Austria-Hungary, Belgium, her colonies, possessions and protectorates, Bolivia, Brazil, Bulgaria, China, Chile, Colombia, Costa Rica, Cuba, Denmark, her colonies, possessions and protectorates, Dominican Republic, Ecuador, Egypt, France, her colonies, possessions and protectorates, Germany, her colonies, possessions and protectorates, Great Britain, her colonies, possessions and protectorates, Greece, Guatemala, Haiti, Honduras, Italy, her colonies, possessions and protectorates, Japan, Liechtenstein, Liberia, Luxembourg, Mexico, Monaco, Montenegro, Morocco, Nepal, the Netherlands, her colonies, possessions and protectorates, Nicaragua, Norway, Oman, Panama, Paraguay, Persia, Peru, Portugal, her colonies, possessions and protectorates, Roumania, Russia, Salvador, San Marino, Serbia, Siam, Spain, her colonies, possessions and protectorates, Sweden, Switzerland, Turkey, Uruguay, or Venezuela, except under license granted by the War Trade Board in accordance with regulations or orders and subject to such limitations and exceptions as have heretofore been made or shall hereafter be prescribed in pursuance of the powers conferred by said Act of October 6, 1917, and the executive order of October 12, 1917.

In witness whereof I have hereunto set my hand and caused the seal of the United States of America to be affixed.

Done in the District of Columbia this 28th day of November, in the year of our Lord 1917, and of the Independence of the United States of America the one hundred and forty-second.

(Signed) WOODROW WILSON,

SOUTH AFRICA.

REPORT OF TRADE COMMISSIONER.

(Mr. W. J. Egan.)

CAPE TOWN, September 7, 1917.

MARKET FOR METAL FITTINGS FOR DOORS IN SOUTH AFRICA.

There is only a limited sale for any line of door furniture in fancy pattern.

The door handles which meet with a good sale in South Africa are more towards the plain effects. The handle shown in illustration No. 1 is a hospital pattern. The size of the handle is 12-inch by 2 $\frac{3}{4}$ -inch, and the metal used is either brass or polished bronze metal; they both have a wooden grip, nearly always ebony finish. The pre-war price for the brass handle was 7s. 6d. each, and the polished bronze metal was 8s. 6d. each.

The illustration No. 2 is for similar purposes, but is all metal. The brass handle in this was 6s. 6d., and the bronze metal was 8s. 6d. each.

The illustration No. 3 is for a cheap dipped or burnished handle, 9 inches long. The pre-war price of this handle was 3s. 3d. each.

The handle shown in illustration No. 4 is a good seller. The size of plate is 12-inch by 2-inch. The finish is polished brass which sold at 5s. 6d. each. The polished bronze metal finish sold at 6s. 9d. each. There is also a good sale for the plain finger plate, which sold at 3s. 9d. and 4s. 6d. each.

Illustration No. 5 is a big seller; the size of this handle is 10 $\frac{5}{8}$ -inch by 2 $\frac{1}{2}$ -inch. In polished brass the price was 6s. 6d. each and in polished bronze metal at 7s. 9d.

In the more artistic designs, the style, or similar styles, as shown in illustration No. 6, are good sellers. This is a large handle, the size being 15-inch by 2 $\frac{3}{4}$ -inch at top. The finish is either brass or bronze metal at 9s. and 11s. each. Finger plates of this design are in demand at 4s. and 4s. 9d. each.

The handle shown in illustration No. 7 is one of the fancy designs in the cheaper lines; this was sold at 6s. 6d. each.

The twisted pattern of handle as shown in illustration No. 8, for brass only, is a good pattern. The size of this is 14 $\frac{1}{2}$ -inch by 2-inch. The price was 8s. 6d. each in brass only.

Illustration No. 9 is one of the popular fancy patterns. The size is 15-inch by 2 $\frac{3}{4}$ -inch, and sold in three finishes, brass at 10s. 6d. each, antique copper bronzed at 12s. 6d. and bronzed metal at 12s. 6d. each.

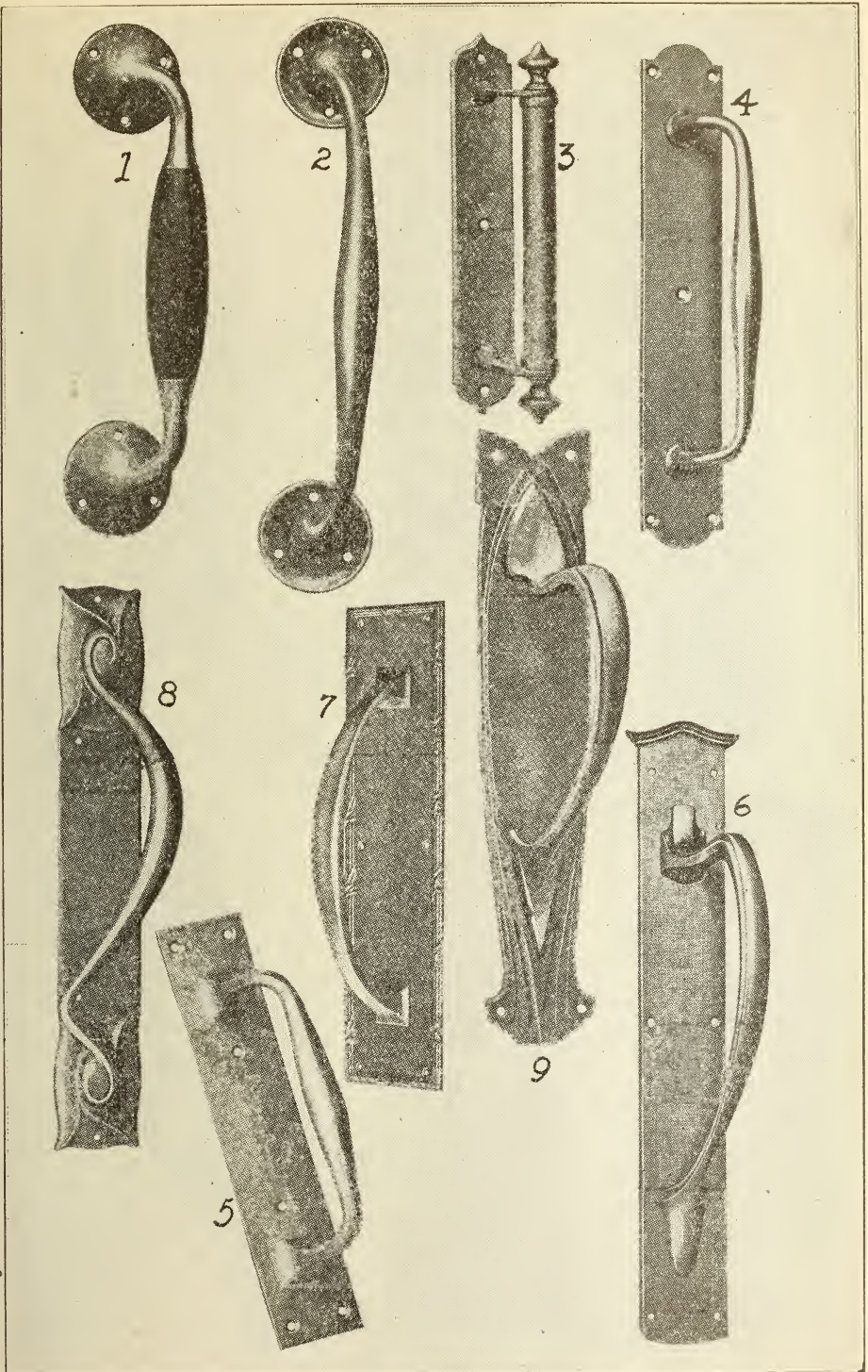
There is sometimes a demand for a handle with sunk plate to comply with certain regulations as to projection. One of the best sellers in this kind of handle is shown in illustration No. 10. The size of this handle is 12 $\frac{3}{4}$ -inch by 3 $\frac{5}{8}$ -inch, sold in brass at 13s. each, and in bronze metal at 16s. each.

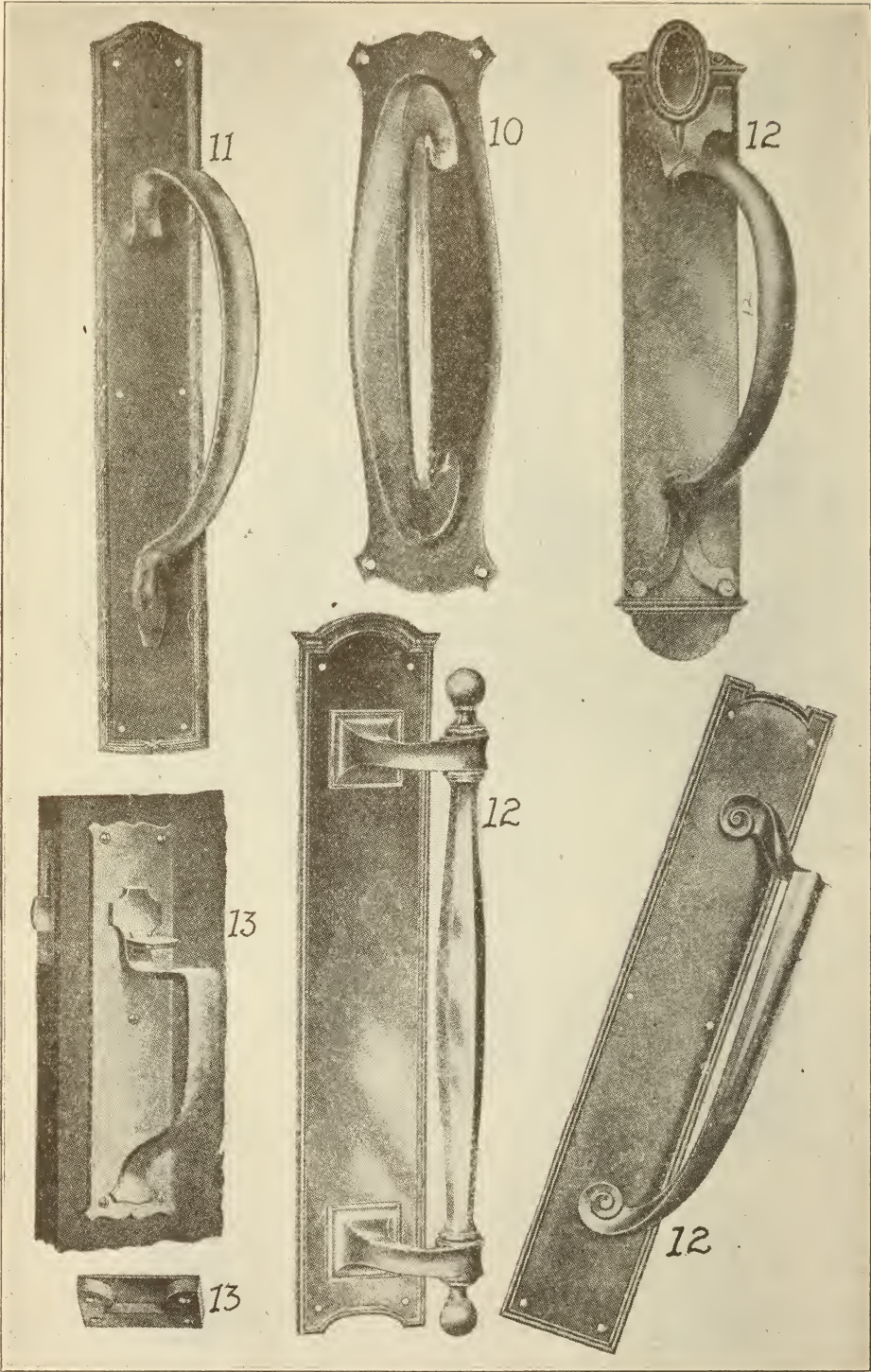
Some idea of the better grade handle is shown in illustration No. 11. This is sold in brass at 17s. 6d. each, and in bronze metal at 22s. each. Finger plates in this size and pattern are also in demand. The brass at 11s. 9d. and the bronze metal at 14s. 6d. The size of this handle is 16 $\frac{1}{2}$ -inch by 2 $\frac{1}{2}$ -inch.

The handles shown in illustration marked group No. 12 will give some idea of the patterns which are sold in the better grade of goods. There is not a large sale for this class of goods.

There is also a considerable sale for a latch handle and latch; one of the popular patterns is shown in illustration No. 13. The size of this pattern is 9-inch by 2 $\frac{3}{4}$ -inch. It is sold in bronze metal and brass. The brass handle only was sold at 11s. 6d. per pair, and latch only at 2s. 6d. or complete for 14s. per set.

All the prices quoted were subject to a discount of 40 per cent, and were f.o.b. United Kingdom ports.





CHINA.

REPORT OF TRADE COMMISSIONER.

(Mr. J. W. Ross.)

SHANGHAI, October 15, 1917.

REVIEW OF THE TRADE OF CHINA FOR 1916.—PART I.

A complete review of the trade of China for 1916 has of necessity been held back, while waiting upon the published returns from the office of the Statistical Secretary of the Chinese Maritime Customs. The full returns for the year are now available.

For the purpose of this report values will be stated in Hai-Kwan taels which is the medium upon which Chinese Customs returns are calculated. The average value of the tael during the year was 3 shillings and $3\frac{13}{16}$ pence. This will be referred to later, under the heading of *Exchange*.

Total Foreign Trade.

The total value of the direct foreign trade of China for the year was Hk. tls. 998,204,361 which at the rate of exchange stated above ($3/3\frac{13}{16}$) amounted in English money to £165,587,546 or about \$828,000,000 Canadian currency. An increase of Hk. tls. 124,867,477 or when the difference of exchange is considered of £57,785,025 or \$288,925,135 Canadian currency. Of this total in value Hk. tls. 516,406,995 is represented by imports, and Hk. tls. 481,797,366 by exports. This is the highest value of foreign trade that has ever been recorded in Chinese Customs returns for any one year; not only representing a higher value in local currency but with the high exchange prevailing, an added high record in sterling.

Statistics of Trade for the past Four Years.

Comparing the figures in the following table it will be seen in what respect the trade of 1916 compares with that of the previous three years, in imports and exports and sterling value:—

	Imports. Hk. tls.	Exports. Hk. tls.	Total Hk. tls.	Exchange. Average rate. s. d.	Value in Sterling. £
1913.. . . .	570,162,557	403,305,546	973,468,103	— 3 0½	147,034,245
1914.. . . .	569,241,382	356,226,629	925,468,011	— 2 8½	126,287,872
1915.. . . .	454,475,719	418,861,164	873,336,883	— 2 5½	107,802,521
1916.. . . .	516,406,995	481,797,366	998,204,361	— 3 13½	165,587,546

A study of the above table will show that both imports and exports increased in about equal volume over the figures of 1915, the former by Hk. tls. 61,931,276, and exports by Hk. tls. 62,936,202. Still the value of imports was less by Hk. tls. 53,750,000 than those of 1913, the previous high-record year, while exports exceeded the figures of the same year by Hk. tls. 78,490,000. It will thus be seen that even with a highly favourable exchange rate for local currency, less foreign goods were purchased last year than in 1913; and with a distinctly unfavourable exchange as far as exports were concerned and with limited cargo space available to foreign countries, and with excessive freight rate prevailing, notwithstanding all these drawbacks Chinese exports never before reached the figures of those of 1916, being nearly Hk. tls. 63,000,000 in excess of any former year.

Hk. tl. 1=3 shillings and $3\frac{13}{16}$ pence or 80 cents Canadian currency, approximately.
Picul 1=13½ pounds. Piculs 15=2,000 pounds.

This should be a favourable augury for Chinese export trade during the coming years, and is a proof that Chinese products are in demand and that the markets of the world are open to receive them in increasing quantity.

Chinese Customs Revenues, 1913-16.

The following table gives the figures of Chinese maritime customs revenue for the four years, 1913 to 1916. It will be observed that the total revenue exceeds that of 1915 by Hk. tls. 1,020,000 but is more than Hk. tls. 6,000,000 below that of 1913; but when it is seen that Hk. tls. 3,500,000 of this decrease is represented by the loss on opium likin, the result cannot be considered as very unfavourable, being a proof that imports of opium are no longer permitted by the Government, and that the traffic is being discontinued.

MARITIME CUSTOMS REVENUE, 1913 TO 1916.

Year.	Import Duties	Export Duties.	Coast Trade Duties.	Tonnage Duties.	Transit Dues.		Opium Likin.	Total.
					Inwards.	Outwards.		
	Hk. Tls.	Hk. Tls.	Hk. Tls.	Hk. Tls.	Hk. Tls.	Hk. Tls.	Hk. Tls.	Hk. Tls.
1913	19,938,860	13,948,315	2,439,166	1,534,878	1,668,395	621,106	3,818,133	43,969,853
1914	18,202,741	13,047,670	2,255,710	1,491,949	1,736,615	584,627	1,598,213	38,917,525
1915	14,367,221	15,439,709	2,517,713	1,194,959	1,529,507	769,433	939,164	36,747,706
1916	15,225,056	16,542,614	2,399,406	1,122,890	1,341,948	845,333	287,064	37,764,311

Distribution of Foreign Trade, 1916.

The following tables show the distribution of Chinese foreign trade for 1916, with the percentage volume falling to each country:—

Country.	Imported from.	Exported to.	Total Trade.	Per cent.
	Hk. Tls.	Hk. Tls.	Hk. Tls.	
Great Britain..	70,353,029	34,918,546	105,271,575	—
Hong Kong..	153,347,624	119,485,650	272,833,274	—
British India..	32,754,841	6,589,999	39,344,840	—
Straits Settlements..	4,602,845	8,348,735	12,951,580	—
Canada..	1,868,295	1,539,163	3,407,458	—
Australia and New Zealand..	465,772	1,614,891	2,080,663	—
South Africa..	122	51,442	51,564	—
Total British..	263,392,528	172,548,426	435,940,954	43.5
Japan and Formosa	160,490,720	112,922,258	273,412,978	27.0
United States..	53,823,799	72,080,705	125,904,504	12.5
Germany..	24,499	321	24,820	—
Russia..	25,694,508	65,514,205	91,208,713	9.0
France..	2,837,884	27,261,959	30,099,843	3.0
Italy..	359,936	6,305,978	6,665,914	0.65
Belgium..	7,704	.....	7,704	—
Holland..	230,393	1,105,998	1,336,391	0.1
Scandinavian countries	2,897,314	3,618,614	6,515,928	0.65
Other eastern countries	16,886,538	11,573,765	28,460,303	2.8
Eight other countries..	8,622,503	8,865,137	17,487,640	1.7
Total..	535,268,326	481,797,366	1,017,065,692	100
Less re-exports..	18,861,431	.....	18,861,431	—
Total net trade..	516,406,895	481,797,366	998,204,261	—

Comparing the above figures with those for 1914 (taken from the *Weekly Bulletin* of April 3, 1916, No. 636), which follow, it will be seen in what manner the trade of

China has fluctuated, due to the conditions brought about by the war, within the past two years. The results here shown may be accounted for by the embargo placed upon the export of many lines of goods by the Home Government, and also upon shipping space. From those causes the trade of the British Isles with China considerably diminished during the past year, while that with Hong Kong shows a slight increase; the figures for India are also considerably under those for 1914, and the trade with Canada, while still very small, increased by taels 1,500,000, or 75 per cent.

A comparison of these two tables reveal the fact that the United States and Japan have taken full advantage of the opportunities presented by war conditions in the China markets, and have not only secured the increased volume of trade shown in the returns, but have also furnished the quota previously supplied by Germany, Austria-Hungary, Belgium and some other continental countries, thus increasing the percentage value of their respective trade to a marked extent.

Distribution of Foreign Trade, 1914.

The following tables show the distribution of the Chinese foreign trade for 1914:—

Country.	Imported from.	Exported to.	Total Trade.	Per cent.
	Hk. T's.	Hk. Tls.	Hk. Tls.	
Great Britain.. . . .	104,934,389	22,016,556	125,950,945	—
Hong Kong.. . . .	166,498,763	93,399,758	259,898,521	—
British India.. . . .	39,134,616	6,776,819	45,911,435	—
Straits Settlements.. . . .	7,557,366	6,952,716	14,510,082	—
Canada.. . . .	1,166,944	794,061	1,961,005	—
Australia.. . . .	1,030,721	490,293	1,521,014	—
South Africa.. . . .	042	36,127	36,169	—
Total British.. . . .	320,322,841	130,466,330	450,789,171	49.5
Japan and Formosa.. . . .	120,687,059	63,476,859	184,163,918	20.0
United States.. . . .	40,782,835	39,860,875	80,643,728	9.0
Germany.. . . .	14,103,969	10,272,817	24,376,786	3.0
Russia.. . . .	21,916,262	41,494,168	63,410,430	7.0
France.. . . .	4,938,557	22,862,317	27,800,874	3.5
Italy.. . . .	776,416	5,287,584	6,064,000	0.7
Belgium.. . . .	17,582,946	5,055,145	22,638,091	2.5
Holland.. . . .	1,355,223	4,669,725	6,024,948	0.7
Scandinavian countries.. . . .	1,987,942	901,764	2,889,706	0.3
Thirteen other countries.. . . .	27,603,902	20,983,290	48,537,192	5.0
	572,057,970	345,280,874	917,338,844	—
Less re-exports.. . . .	14,948,922	.....	14,948,922	—
Total net trade.. . . .	557,109,048	345,280,874	902,389,922	—

Leading Imports.

Following the custom of former years a review of the activity in the trade of principal lines of goods in the China markets will follow, leaving out all such articles which Canada does not produce nor is in a position to supply, and consequently having little interest for readers of this journal. Those leading lines chiefly consist of the following: Cotton textiles, cotton mixtures, cotton yarn, woollen textiles, iron and steel and metals, machinery, railway equipment, railway sleepers, softwood timber, hardware, paints and oil, household stores, leather, paper and cardboard, flour, aniline dyes, artificial indigo, kerosene oil, soap, cigarettes, matches, fruit, confectionery and biscuits.

Cotton Piece Goods.

Ever since the beginning of China's overseas trade with foreign countries, cotton piece goods have been the chief article of import, and for many years were practically the only line of goods in which British merchants were interested, and still at the present day Manchester goods represent 65 per cent of the total trade of Great Britain

with this country, and nearly one-third of the Chinese total import trade. Trade reports from China rarely refer to anything else but piece-goods and yarn, and the results of the weekly auction sales of the former.

Imports of Cotton Cloth.

Total imports of cotton cloth show a marked decrease in volume during the year, although on account of the rate of high exchange, the actual value in sterling counterbalanced the diminished imports to a considerable extent. A serious falling off in British and American cotton goods is observed, while the supplies from Japan were fairly well kept up.

The following table gives the total imports of cotton piece goods into the Chinese markets for the four years, 1913 to 1916. The figures showing decreasing imports year by year. A direct reason for the falling off in this important trade is difficult to state, for as yet the amount of cotton cloth produced by Chinese mills is not sufficient to account for the loss, and should have been made up by the increased purchasing power of the people; the high rate of exchange prevailing during 1916, and the increased cost of raw cotton, doubtless were controlling factors in this year's trade, and other conditions brought about by the war no doubt played a part in diminishing imports.

Imports for the Years 1913-16.

Shirtings, sheetings, drills, T-Cloths, jeans, cambries both grey and bleached, muslins, white, dyed and printed, cotton prints, chintzes, satteens and reps, furniture, twills and prints, turkey reds, cotton Italians, and miscellaneous cotton goods, towels and handkerchiefs and cotton thread on spools, in value.

	Hk. Tls.
1913..	182,419,023
1914..	178,259,045
1915..	149,300,513
1916..	136,679,386

In British grey shirtings imports decreased over 50 per cent or by 1,334,770 pieces, the Japanese increase in the same class being 400,000 pieces. British white shirtings slightly increased but the figures are under those for 1914 by nearly 1,000,000 pieces, Japan's increase in this line amounted to 178,000 pieces. In drills practically all the trade of 1,143,372 pieces falls to Japan, and of jeans, out of a total trade of 1,437,894 pieces Japanese mills furnished 1,255,034; thus reversing the figures of 1914, when Great Britain furnished 1,569,000 pieces out of the total of 2,000,000. Of 32-inch T-cloths, amounting to 900,000 pieces, Japan furnished 80 per cent of the total. Imports of turkey reds were almost entirely made up of Japanese goods; while the trade in black and coloured Italians was still held by Great Britain. The falling off in general British trade is thus accounted for by the loss on many lines of cotton cloth. This is bound to be the case when one line of exports is so greatly specialized in by any country as is shown with Manchester goods in the China market.

Cotton Yarn.

Imports of cotton yarn decreased in quantity by 220,000 Piculs and in value by Hk. tls. 5,500,000. This trade is divided between British India and Japan, the latter receiving two-thirds of the total. It is not unlikely that the deficiency in exports was made up by the increased output of the cotton mills in China.

Union Piece Goods.

Cotton and woollen mixtures such as alpacas, lustres and orleans, coatings and suitings, union and poncho cloth, union Italians and shirtings, and union blankets

and rugs, are the principal articles of this class. Imports in the above lines were fully up to the value of those of the previous year, but far below those of former years.

1913—Total imports in.. . . .	Hai-Kwan taels.	3,477,960
1914— “ “	“ “	2,628,187
1915— “ “	“ “	616,774
1916— “ “	“ “	727,072

It is quite probable that all such lines of goods were much higher in cost during last season than at any time within many years; and as they are not essential to the requirements of the China trade could be substituted with something else less expensive. Stocks in the country may also have been fairly heavy and consequently new supplies were not required.

Woollen Goods.

Imports of woollen goods also fall much below those of former years. The following are the values for four years:—

	1913. Hk. Tls.	1914. Hk. Tls.	1915. Hk. Tls.	1916. Hk. Tls.
Blankets and rugs	643,872	389,860	160,800	56,172
Bunting	11,099	12,655	.....	—
Camlets	230,137	199,188	148,862	160,807
Cloth—Broad, habit, medium and Russian	556,263	301,431	34,712	19,127
Coatings and suitings . . . . .	.....	.....	148,862	680,908
Flannels	35,843	14,541	9,812	13,355
Lastings	407,098	291,816	165,600	244,701
Long ells	292,405	264,713	149,241	108,895
Spanish stripes	149,930	142,602	54,609	40,661
Woollen goods (unclassified) . .	1,119,599	859,739	230,255	394,995
Woollen yarn and cord . . .	1,600,783	909,952	591,592	663,129
Total	5,047,329	3,395,438	1,728,173	2,382,750

The falling-off in imports of woollen goods since the beginning of the war has been very marked; this is probably only a temporary condition, however, and is due largely to the dealers' inability to obtain supplies, and the present high cost of all such lines. It is not unlikely that in the coming years China will require a considerable quantity of woollen goods; for a large portion of the country is subject to several months of cold weather during the year, and Canadian mills should be able to furnish certain of the qualities of woollen cloth required, light and heavy beavers, suitings, etc.

Iron and Steel and Metals.

The serious falling-off which was recorded in the trade of iron and steel in 1915 met with a check during last year, when imports quite recovered the volume of the former years 1913-14. The figures for the period being, in value:—

	Hk. Tls.
1913	29,815,761
1914	29,136,736
1915	18,076,361
1916	28,059,445

While all lines increased more or less, the principal advances are to be observed in the following:—

Iron and Mild Steel—

Anchors, anvils, castings, chains and forgings	increased by Hk. tls.	110,000	or 140%
Angles and tees	" "	260,000	150%
Bars	" "	1,500,000	200%
Hoops	" "	625,000	250%
Joists	" "	97,500	not before recorded.
Nails and rivets	" "	1,500,000	120%
Pig and kentledge	" "	340,000	165%
Pipes and tubes	" "	600,000	100%
Screws	" "	120,000	150%
Sheets and plates	" "	1,070,000	90%
Wire	" "	47,000	100%
Galvanized sheets	" "	300,000	33½%
" wire	" "	260,000	50%
Lead in pigs, bars and sheets	" "	560,000	55%
Nickel, manufactured and unmanufactured	" "	75,000	70%
Tinned plates	" "	500,000	15%

Countries of Origin.

The embargo which has been placed upon the export of certain classes of iron and steel by the British Government, and the cessation of imports from Belgium and other countries, has had the result of greatly stimulating the trade of the United States and Japan in such lines in the China markets. This is plainly shown in such staple articles as new bars, joists, nails and rivets, pipes and tubes, rails, screws, sheets and plates, wire, galvanized sheets, galvanized wire, lead in pigs and bars, steel bars, hoops and plates, steel wire and wire rope, tinned plates and unclassified metals. In all of the above-named articles, imports from the two countries—United States and Japan—have greatly increased within the past two years.

Partly from the same causes which limited British foreign trade in iron and steel, Canada did not share to any extent in supplying the demands of China in those manufactures. There are indications, however, that an improvement will be observed in this direction when the trade returns for 1917 are made up, for some has been coming in from Canada during the present year. The markets of China for iron and steel and metals and manufactures of the same must ever be on the increase, and the present should be a most fitting time in which to make a study of what will be required. Canada should eventually be in an equally good position with the United States in furnishing some of the needs of the China markets in manufactures of this class.

(The second instalment of Mr. Ross' report on the trade of China will be published in the next issue of the *Weekly Bulletin*.)

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. J. E. Ray.*)

BIRMINGHAM, October 23, 1917.

BRITISH IMPORTS OF FOODSTUFFS.

Among the imports published in the Annual Statement of the Trade of the United Kingdom the statistics relating to foodstuffs are of unusual interest, particularly in relation to the quantities and values emanating from Canada, and the fluctuation in the countries of origin. Many inquiries for foodstuffs have been forwarded from this office in the past, and there is every indication that they will continue to arrive from so large a centre of consumption as the midland counties of England.

Decreased imports of Butter.

A remarkable decrease is recorded in the quantity of butter imported during 1916, namely 2,175,000 cwts. compared with 4,000,000 in 1912. Imports from Russia fell from 683,650 cwts. in 1912 to 31,918 cwts. last year, and those from Sweden fell from 335,000 cwts. to 992 cwts. Canada was the only Dominion to increase its sales which rose from 27 cwts. to 101,531 cwts. during our comparative period. Australia had to witness a serious decline from 550,000 cwts. to 145,000 cwts. Supplies from the United States rose from 2,596 cwts. to 131,618 cwts.

Imports of Cheese.

Although the quantity of cheese imported last year, 2,600,000 cwts. was a little less than 300,000 cwts. above the quantity of 1912, the value was nearly double. All countries of origin recorded decreases last year, compared with 1912, with the exception of the United States, New Zealand and Canada, the increase of the first-named country being 253,460 cwts., that of New Zealand, 123,300 cwts., and that of Canada, 152,450 cwts.

Imports of Wheat.

There was, compared with 1912, a decrease of 9,500,000 cwts. in the quantity of wheat imported by the United Kingdom, due to diminished supplies from Russia, the Argentine Republic, British India, Australia, and certain enemy countries. Imports from Canada were only 100 cwts. less last year than in 1912. Purchases from Russia declined by nearly 9,000,000 cwts., those from Argentina by nearly 14,000,000 cwts., from British India by about 20,000,000 cwts., and from Australia by over 8,000,000 cwts. Imports from the United States rose from 20,000,000 cwts. to 64,500,000 cwts.

It is worthy of notice that whereas in 1912, of the total wheat imported, 50,448,000 cwts. came from foreign sources, and 59,124,000 cwts. from British Possessions, last year only 30,900,000 cwts. came from the latter sources, and 69,169,000 cwts. from the former. An idea of the advance in values may be obtained from the following comparison:—

Quantity.		Value.
1912.		1912.
109,572,539.. . . .	Cwts.	£46,445,232
1916.		1916.
100,070,320.. . . .	"	72,012,944

Imports of Barley, Oats, Peas and Maize.

It is pleasing to record a very marked advance in the purchases of barley from Canada in 1916, the imports being 2,841,200 cwts. compared with 499,800 cwts. in 1912. The total British imports were 5,000,000 cwts. less last year than they were four years previously. Purchases from the United States advanced by nearly 8,250,000 cwts.

Imports of oats from Canada, during our comparative period, declined by 198,700 cwts., but imports of peas rose from 7,050 cwts. to 12,530 cwts., and the imports of maize from 57,700 cwts. to 2,174,000 cwts.

Wheatmeal and Flour.

The total imports of wheatmeal and flour last year were 9,960,325 cwts. compared with 10,189,476 cwts. in 1912. Purchases from Canada were 225,000 cwts. greater than in 1912, and 866,000 cwts. greater than in 1915.

Imports of Canadian Oatmeal and Rolled Oats.

Imports of Canadian oatmeal declined last year by 158,816 cwts. compared with 1912, whilst those from the United States advanced by 66,816 cwts.

During the same period, imports of rolled oats (including Quaker oats) from Canada rose from 264,899 cwts. to 323,028 cwts., and those from the United States from 97,537 cwts. to 309,575 cwts.

Large Increase of Egg Purchases from Canada.

Very large increase in the quantity of eggs imported from Canada was recorded last year. None were received in 1912, and only 1,950 great hundreds in 1913; last year 1,431,778 great hundreds were imported.

Four hundred cases have been purchased from Canada by a Birmingham importer to-day and the merchants are hoping that large supplies will be forthcoming during the winter. The total British imports last year were 6,606,377 great hundreds, compared with 19,000,000 in 1912. These figures serve to explain the high prices ruling at the present time.

Big Increase of Canned Fish Imports from Canada.

During the last five years, an annual increase of the quantities of canned salmon imported from Canada is recorded, the quantities being:—

	Cwts.
1912.. . . .	211,616
1913.. . . .	275,362
1914.. . . .	352,177
1915.. . . .	387,171
1916.. . . .	479,634

Imports of canned lobsters exhibit increases also, the quantities being:—

	Cwts.
1912.. . . .	28,764
1913.. . . .	33,139
1914.. . . .	32,919
1915.. . . .	38,610
1916.. . . .	50,109

The prices of both commodities increased considerably last year compared with 1912.

The imports of canned salmon from the United States rose from 125,206 cwts. in 1912 to 850,745 cwts. last year, and in this connection it should be noted that salmon is apparently being substituted for other foods in Great Britain, as the total imports during the above-mentioned period advanced from 355,332 cwts. to 1,395,291 cwts.

Imports of canned lobsters rose from 34,394 cwts. to 52,033 cwts., practically the whole of this increase being gained by Canada.

Decline in Imports of Apples and Canned Fruits.

Owing to restrictions and other causes, imports of apples from Canada were over 1,000,000 cwts. less last year than in 1912.

Although the quantities of Canadian canned or bottled fruits were 3,000 cwts. greater last year than in 1912, they were 23,821 cwts. less than in 1915.

Imports of Bacon and Hams.

Record imports of bacon and hams appear to have been registered last year, the total quantity of bacon being 7,436,000 cwts., compared with 4,634,000 in 1912. Canada's sales in 1916 were 1,594,114 cwts., compared with 387,401 cwts. in 1912. During the same period the sales of the United States rose from 1,698,347 cwts. to 4,004,410 cwts. Imports from Denmark declined by nearly 750,000 cwts.

The total British imports of hams advanced from 897,876 cwts. to 1,554,836 cwts., Canada exhibiting a decrease of nearly 14,000 cwts. compared with 1912, and a decrease of 55,761 cwts. compared with 1915. Purchases from the United States rose from 819,997 cwts. in 1912 to 1,493,606 last year.

Canadian Frozen Beef.

Purchases of Canadian frozen beef advanced from 11,650 cwts. in 1912 to 121,191 cwts. last year; the total British imports exhibits an increase of over 1,000,000 cwts.

More Canadian Poultry Wanted.

Inquiries for Canadian poultry continue to be received here, and the attention of exporters is drawn to the fact.

During 1916 purchases from Canada were about 600 cwts. less than in 1912, whilst those from the United States were 29,500 cwts. greater.

AUSTRALIA.**REPORT OF TRADE COMMISSIONER.**

(Mr. D. H. Ross.)

MELBOURNE, October 16, 1917.

NATIONAL WAR MUSEUM IN AUSTRALIA.

The Commonwealth Government, following the example of the British Government, has decided to establish a national war museum. A committee of the Cabinet has been appointed to supervise the inauguration of the war museum, in conjunction with the chairman of the Melbourne Exhibition trustees, and arrangements have been made for all available war trophies, pictures, etc., to be placed on public exhibition at the Melbourne Exhibition building pending their transfer at a later date to a permanent location.

The Minister of Defence, in announcing the Government's intention in this direction, said it was not possible at present to form any opinion as to whether more than one collection of war exhibits should be formed, and consideration of this point had therefore been deferred until the termination of the war. He mentioned that arrangements were now being made for the collection from the various theatres of war of trophies and records of interest to Australia, and the people of Australia were to be invited to present to the Government, for the benefit of the public generally and the education of future generations, any relics or records which had come into their possession. Persons desirous of presenting trophies, relics, photographs, letters, and other documents have been requested to communicate with the Defence Department.

MINISTER OF REPATRIATION APPOINTED.

The recent session of the Commonwealth Parliament passed an Act to create the Department of Repatriation of Australian Soldiers, with an additional Minister of State to supervise its administration.

A federal repatriation commission composed of seven members (including the minister) is to be appointed as soon as practicable. Two members are to be returned soldiers or sailors. In each state there is also to be a state commission composed of seven members, two being either returned soldiers or sailors.

The federal commission may make regulations providing for the granting of assistance and benefits:—

(a) to Australian soldiers upon their discharge from service;

(b) to the children, under the age of eighteen years, of deceased or incapacitated soldiers; and

(c) where by reason of special circumstances the commission considers that assistance and benefits should be granted to the widows of deceased Australian soldiers.

(A "child" means a son, daughter, step-son, step-daughter, adopted son, or adopted daughter, and includes an ex-nuptial child.)

Up to this date, some 40,000 Australian soldiers, now on active service abroad, have indicated a desire to settle on the land. In addition to the Commonwealth Department of Repatriation, each state government is taking an active interest in the same regard.

AUSTRALIA.

REPORT OF THE COMMERCIAL AGENT FOR NEW SOUTH WALES.

(Mr. B. Millin.)

SYDNEY, N.S.W., October 8, 1917.

TRADE CONDITIONS IN NEW SOUTH WALES.

Decline in Building in New South Wales.

The New South Wales Master Builders Association has just issued a report on the building trade in the state. Statistics show that in the year 1915 the number of buildings erected was 7,632, at a capital cost of £5,124,464. In 1916 the number of buildings was 6,283, and the capital cost £4,479,118. To June 30, 1917, the number of buildings was 2,724, and the capital cost £1,868,227.

The falling off in the number of buildings constructed in the city since 1913 was approximately 61 per cent, in the suburbs 41.4 per cent. In 1913 the average number of buildings commenced was 773.5 per month. In the first half of 1914 the average was 846 per month. In July, 1914, the total for the month was 1,026. The war broke out in the following month, and for the five months from August to December the average dropped to 462 per month. The average per month for 1915 had increased to 571, but for 1916 it had dropped to 476 per month. The figures show a falling off since 1913 of 39.8 per cent.

Increased Pilotage Rates—Harbours of New South Wales.

An amendment of the New South Wales Navigation Act has just been passed providing for an increase in the pilotage rates by approximately 25 per cent. The rate previously paid was 2 pence per ton both for inward and outward pilotage, calculated on the net registered tonnage of vessels. This rate has now been increased to 2½ pence per ton. The maximum amount chargeable previously was £20 but this limit has now been increased to £25.

The main reasons which have brought about the necessity for this alteration of the law are to provide increased revenue for services rendered and to make up the decrease due to conditions which have been brought about in consequence of the war. The shipping trade is more or less in a comatose condition; but, while that is the case, the pilot service has to be maintained as in normal times. Another cause for the increase is the very great extra cost of these services in the way of wages and materials, which, in some cases, amounts to 50 per cent and in others to 100 per cent during the last few years. It is estimated that the additional revenue to be derived from the increased pilotage rate will amount to £10,000 per annum. It is not, as may be supposed, a war measure, but a permanent one.

Following are the new regulations and charges:—

Vessels arriving to load or discharge cargo 2½ pence per ton, inwards and outwards.

Vessels in ballast, not unloading or loading, or landing or shipping passengers, 1½ pence per ton, inwards or outwards.

Vessels used for pleasure, or calling for orders, or effecting repairs, or obtaining provisions or coal to be used in the vessel on her voyage, or putting in through stress of weather, or being otherwise in distress, shall pay the sum of 1½ pence per ton, inwards or outwards.

Imports and Exports, New South Wales.

The imports into New South Wales during August, 1917, are officially returned at £1,268,674, as compared with £2,254,124 in August last year. The exports of merchandise in August are stated to have been £1,927,726 as compared with £2,958,771. Both showed considerable decreases, for which the strike was largely accountable in the case of the exports. The trade for July and August, excluding gold, has been:—

	1916.	1917.	—Decrease. +Increase.
Imports..	£6,080,596	£3,603,113	— £2,477,483
Exports..	4,929,917	5,165,734	+ 235,817

The imports are being very materially curtailed, owing to shipping difficulties, and the general scarcity of tonnage.

Motor Imports into New South Wales.

The Motor Traders Association of New South Wales has just issued a comparison setting out the values of imports of rubber manufactures and motor vehicles for the first six months of 1916 and 1917.

The totals for the Commonwealth show an enormous drop as will be seen from the following figures for each period of six months:—

	1916.	1917.	Decrease.
Chassis..	£858,472	£463,305	£395,167
Bodies, motor-cars..	216,783	120,423	96,630
Motor-cycles..	119,332	107,178	12,154
Rubber manufactures..	528,691	255,404	273,287

New South Wales' imports do not show so great a falling-off as the other states. The figures for chassis are respectively £351,428 and £220,680. The comparisons for each six months in motor bodies are £90,486 and £54,338; motor-cycles £36,407 and £42,392 (a considerable increase) and rubber manufactures £335,220 and £160,094. It may therefore be said that in this state at least the motor-cycle and side-car owing to its greater adaptability is becoming increasingly popular.

Motor Manufacture in New South Wales.

What was described as the first motor-car manufactured purely in New South Wales was recently sent away on a trial trip from Sydney to Melbourne, a distance of 600 miles.

The car is a small two-seated motor-car, and all the parts, including the engine, have been manufactured in this state.

New South Wales' Harvest Prospects.

Heavy general rain recently fell all over the state and a moderate harvest is now assured. With another fairly heavy fall next month, a good harvest should be reaped. Because of the labour troubles, the scarcity of freight, the great damage caused to last season's wheat by the mice plague, and the splendid prospects for meat and wool,

a large quantity of land has gone out of cultivation. So there cannot be any record harvest for a certainty, no matter how favourable the weather conditions may be before crops are harvested. Official estimates of the probable yield have not yet been declared.

New South Wales' Live Stock Returns.

The following table shows the increase that has taken place in the numbers of horses, cattle and sheep in the state for the year ended June 30, 1917, as compared with the year ended June 30, 1916:—

	1916.	1917.	Increase.
Horses..	593,389	610,744	17,355
Cattle..	2,137,214	2,361,152	224,568
Sheep..	32,022,191	33,713,901	1,691,710

Australian Net Assets.

The aggregate net assets of individuals in the Commonwealth as shown by the recent wealth census reached £1,224,225,994 as indicated below, New South Wales being the leading state in that respect.

New South Wales..	£473,378,008
Victoria..	403,644,026
Queensland..	133,683,968
South Australia..	123,177,468
West Australia..	53,039,607
Tasmania..	36,124,632
Northern Territory..	835,725
Federal Territory..	342,560
Total..	<u>£1,224,225,994</u>

This would represent about £250 per head, but the totals are exclusive of interests in trust estates, assurance and annuity policies and other prospective benefits, which represent substantial sums in addition.

OPENING FOR CANADIAN TRADE WITH THE BARBADOS.

In his report of November 14, 1917, Mr. E. H. S. Flood, Canadian Trade Commissioner for the British West Indies, writes as follows regarding Canadian trade with the Barbados:—

A REFERENCE TO CANADIAN TRADE.

A dealer in foods and provisions, who has from time to time made use of this office to obtain information in regard to the Canadian market for his supplies, writes on present conditions in Barbados and Canadian trade as follows: "The provision business has been specially good so far this year, but here again we are faced with the difficulty of obtaining supplies. We have been getting the usual quantity of flour, fish, butter and cheese from Canada, but most of the stuff received was on contracts booked in some instances over six months ago. All of such contracts have now expired, and the general policy of the trade seems to be to buy for immediate needs only. It will probably interest you to know that since the export of tea has been prohibited by the United Kingdom, we have been regularly supplied from Canada. We are, however, only in touch with one supplier, and although the quality is very good, we think there is room for other grades and blends."

As there are several firms in Canada putting up packet tea, there should be no difficulty in meeting the demand in this direction.

THE LUMBER MARKET.

Stocks of lumber are low, particularly in spruce and white pine, the latter being practically out of supply. During the year the lumber trade has been quite up to the average of other years. The lumber has been coming down by schooner as formerly, small lots, however, by the Royal Mail. Freight rates are now quoted at \$12 per M as against \$6 and \$7 two years ago. Owing to the number of factories erected, and increased building operations throughout the year, the demand for lumber has been brisk, though prices have been excessive. At present there are openings for consignments. If any Canadian firm is in position to consign lumber to this market, it would undoubtedly bring a high price, either spruce or white pine, particularly the latter. Ordinary spruce lumber is now selling at \$50 per M, and white pine about \$55 to \$60.

MANUFACTURED GOODS.

It would appear in looking over the stores that a considerable quantity of American goods are being stocked, in hardware, dry goods, small wear, and general lines of manufactured goods. Last year the value of manufactured goods from the United States in groups II and III, which include raw materials and goods wholly and partly manufactured, was textiles £40,624, metals £27,532, and others £371,167. This latter included £193,953 for bunker coal. From Canada the imports under these two groups were, textiles £1,153, metals £1,892, and others £139,885. Advices from the dry goods trade are to the effect that "business has continued very good right through the year, and we are looking forward to a big Christmas trade. Our stocks are still about one-third above normal, but as we have been getting practically no supplies in the last few weeks, Christmas sales will reduce stocks materially, and the problem will then be where to get goods." This offers an opportunity to enterprising Canadian firms, as similar conditions no doubt prevail in Trinidad and Demerara.

FOREIGN MARKETS FOR WOODWORKING MACHINERY.

(United States Commerce Reports.)

(Other information relative to overseas markets for woodworking machinery was published on page 449 *et seq.* of *Weekly Bulletin* No. 709.)

United Kingdom.

In normal times less than 10 per cent of the timber and lumber of all kinds that are consumed in the United Kingdom is of British growth. The wood of British origin that comes on the market is not grown in forests or in carefully cultivated spaces, but comes from farms and large estates and is cut as various contingencies make it desirable. There are no companies owning lands for logging purposes. Some of this wood is often unsatisfactory because of the lack of scientific forestry. That question is now receiving considerable attention, but for some time to come the growth of wood for commercial purposes cannot be considered as altogether practical and the country must depend upon outside sources for its lumber supply. The new growth of British timber for years past has not been equal to the amount that is cut.

PINE FROM CANADA AND UNITED STATES.

Timber grown in the United Kingdom consists of oak, ash, and beech of the harder kinds, and soft elm. Pine and fir, as well as spruce, are grown in large quantities in Scotland. Considerable birch is grown throughout the country. Imports

include mahogany from Africa and Mexico, teak from India, and pine from Russia, Norway, and Sweden. Canada and the United States supply great quantities of pine. A substantial amount of timber is sawn in the Midlands of England, although the larger mills are found at the various ports, such as London, Liverpool, Hull, etc., from 75 to 80 per cent of the timber sawn in this district being imported.

In former years a good deal of American woodworking machinery was used in the Birmingham district, but British manufacturers of this class of machinery have made such progress of late that they have obtained most of the trade, and the machinery now used is generally of British manufacture. They have copied American designs whenever this has been possible and in some instances have purchased the patents. The new Patents and Designs Act has increased the tendency to purchase these patents or obtain the rights to work them on a royalty basis.

FOREIGN COMPETITION IS DIFFICULT.

There is no prejudice against the use of American woodworking machinery, but British manufacturers are on the ground and have reached the point where they largely control the market. The British companies, with their large capital and efficient organization, render foreign competition most difficult, and the market for American woodworking machinery cannot therefore be considered especially favourable. It would be most difficult to obtain a footing in it unless it could be satisfactorily shown that the product was no higher in price and was superior in some other particular to the domestic machinery. Another factor, and a very important one to be considered, is the tendency since the outbreak of the war to purchase as far as possible machinery and other products of domestic origin.

The only criticism of American woodworking machinery that has been heard is that it is too light, machinery adaptable for American wood not always being suitable for British wood, such as the oak, elm, ash, beech, and birch.

METHODS OF SALE—TERMS OF PAYMENT.

Machinery of this description is usually sold through agents, or the large manufacturers may send out their own men to solicit orders. The commission is usually 10 per cent, with allowances for introduction, advertising, etc. Terms of sale are generally 60 days from date of bill of lading, with 2½ per cent cash discount added, or drawn against three months' bill for delivery at the net price; but the former terms are preferred.

There is no duty on woodworking machinery, the only difficulty being in connection with the British Patents and Designs Act, which tends to cause manufacturers to make their machines in the country.

Any steamship line running to an English port would be a suitable route by which to ship. If there is any preference it would be for lines running to London or Liverpool, both of which are near this district.

The Birmingham district, on account of its position as a most important industrial centre, has many industries which use turners, automatic trimmers, planers, and all types of woodworking machinery. Among others using such machinery in the district may be mentioned automobile and vehicle manufacturers; car construction and repair shops; and frame, moulding, and furniture manufacturers.

CHIEF SOURCES OF TIMBER SUPPLY.

The lumber used in the Bradford district is practically all imported. It consists chiefly of pine and spruce deals, for manufacturing cases and containers in connection with Bradford's large export trade in textiles; walnut, oak, mahogany, and similar hardwoods, for furniture and cabinet-making; and a variety of miscellaneous woods

imported by timber merchants for building and construction. The chief sources of supply are Scandinavian countries, the United States, and Canada.

A large amount of woodworking machinery which is used here is made in Halifax, Hebden Bridge, Oldham, Rochdale, and London. A few American machines are operated. There is no prejudice against American machinery, but the controlling factors are quality and delivered price. The users of such machinery rarely buy more than one or two machines at a time, and usually do not wish to undertake the importation of small orders when their needs can be supplied locally and the machines inspected prior to purchase. The establishment of a central agency with representatives in the principal English industrial centres is believed to be a good method of extending sales in the British Isles.

METHOD OF SHIPMENT TO BRADFORD.

There is no duty on advertising matter. The Bradford market is best reached through the ports of Liverpool and Manchester, and c.i.f. quotations from New York, Philadelphia, and Boston to those English ports are usually desired by Bradford merchants.

The Bradford corporation, which operates its own street railway system, also builds all its cars, and American manufacturers might communicate with the Bradford Corporation Tramways Department, Thornbury Works, Bradford, England.

Keen competition may be expected from English makers of wood-working machinery. The shortage of timber, high freight rates, and restrictions on building and construction work are handicaps at present, but the establishment of satisfactory relations now would no doubt prove of much service when more normal conditions return.

SALES HAMPERED AT PRESENT BY RESTRICTIONS.

The sale of woodworking machinery in the United Kingdom at present is considerably hampered by the restrictions, not only upon imports of machinery of various kinds, but also upon imports of hardwood lumber, except under license. The timber requirements of this sort before the war were met mainly by wood imported from foreign countries, chiefly America and Scandinavia. Native-grown wood was used only to a limited extent.

The principal kinds used in the United Kingdom are oak, teak, and similar hardwoods, and these are employed for practically the same purposes here as in the United States. Furniture woods of the finer qualities were also used to a considerable extent before the war, but these are now on the list of prohibited imports.

The woodworking machinery used in this district has been principally of British and American manufacture, although there was also a considerable sale of German and Austrian machines. The possibilities of establishing an important market for American products of this sort at the close of hostilities are very great.

BIG DEMAND EXPECTED AFTER WAR.

Since the outbreak of the war building operations of practically every sort, except for government uses, have been prohibited, and the building trades expect immediately after the war that there will be an unprecedented demand for construction work. Many structures which were being erected during 1914 were left unfinished, and these, of course, will have first attention as soon as circumstances warrant their completion.

There are many firms dealing in machinery in this district and several agents make a specialty of woodworking machines. Normally the principal users of woodworking machinery in this district are automobile, vehicle, and boat manufacturers, car-construction and repair shops, furniture makers, planing mills, and manufacturers of sash, doors, and blinds.

NORMAL SOURCES OF TIMBER SUPPLIES.

Coniferous timber constitutes from 80 to 90 per cent of the wood that is consumed in the Edinburgh district. The principal trees that grow in Scotland are larch, ash, pine, spruce, and oak. In normal times timber supplies are largely imported from Russia, Sweden, Canada, the United States, Norway, France, and Germany, which are named in the order of their importance. Coniferous woods come principally from Russia, Norway, and Sweden; in comparatively smaller quantities from the United States and Canada, which with Central America supply much of the hardwood. The kinds of timber and lumber imported are mainly white pine, spruce, pitch pine, yellow pine, oak, elm, birch, and mahogany. Since the beginning of the war imports of timber have been greatly reduced, and the forests of Scotland and England have been drawn upon heavily.

The approximate number of woodworking concerns that use machinery in this district is 120, and 60 of these firms are in Edinburgh and Leith. The power employed in the most important establishments is steam, the smaller factories using gas or electricity. Firms which have restricted floor space or require very little power use gas engines or electric motors. Several country cabinetmakers have water-power sufficient for their purposes, but a great majority of concerns in country towns, like those in the cities, use steam or gas.

TWO CLASSES OF WOODWORKING FIRMS.

The 120 woodworking firms may be divided into two classes: 55 of A and 65 of B. The Edinburgh and Leith concerns may be divided into 35 of A and 25 of B. Firms of class A are equipped somewhat as follows: Two circular saws, one band saw, one crosscut saw, one planing machine, one moulding machine, two spindle moulding machines, one mortising machine, one tenoning machine, one turning lathe, and one sandpapering machine. Firms of class B have one circular saw, one band saw, one spindle moulding machine, one lathe, and a small surface planing machine. Some American lathes and also a number of American planing machines are in use. With these exceptions the power machines are of British manufacture. American small tools of many kinds, including chisels, gouges, saws, and planes are found in every important shop.

There are no Edinburgh dealers in heavy machinery who carry stocks. Sales are made directly by the manufacturers or general agents, who go to the millowners. The best method for American manufacturers of such machines and other appliances to adopt would be to open an agency in England or Scotland to deal directly with the millowners. Local general-machinery houses are in a position to take up the trade, but they have never found it profitable to handle heavy machines or appliances in direct competition with manufacturers.

France.

The lumber used in the Marseille district for boxmaking, telegraph poles, railway ties, and mine props is grown principally in this vicinity, but the wood for building and cabinetmaking purposes is largely of foreign origin. Staves for wine barrels are almost entirely imported. In 1913, which was the last normal year, the imports of lumber at Marseille, as shown by the annual report of the Marseille Chamber of Commerce, in metric tons of 2,204.6 pounds, were: Building wood—oak, 7,752; chestnut, 4,301; all other, 71,667; staves—oak, 15,024; all other, 746; wood for cabinetmaking—boxwood, 1,689; mahogany, 2,904; all other, 6,237; total, 110,320.

PINE LUMBER MOST IMPORTANT.

Pine lumber was by far the most important product. The United States furnished that year 2,441 tons of oak, 3,047 tons of red gum and sap gum, 8,156 tons of pitch pine, 4,648 tons of oak staves, and 119 tons of cabinet wood.

The Var Department and Corsica are the principal timber producing sections in this district. The kinds of timber most plentiful in the Var are the cork tree, the maritime pine, the evergreen oak, the white oak, and the Aleppo pine, in the order named. In Corsica the forests occupy mainly the highlands and the sand dunes. In the mountain region the principal species are the Corsican pine, the gall-bearing oak, the beech, and the birch, while near the coast the predominating trees are the maritime pine, the cork tree, and the evergreen oak. The chestnut is the most important tree in the intermediate zone. Resinous timber of large size is the chief product of the Corsican forests. The annual lumber production of the Var Department has averaged in recent normal years about 73,000 cubic yards, and that of Corsica about 55,000 cubic yards.

GREAT MAJORITY OF FRENCH MAKE.

The great majority of the woodworking machines used here are of French make. The leading manufacturers are Guilliet et Fils, of Auxerre (Yonne), and Panhard & Levassor, of Paris. There is a small number of American machines in use, in addition to some of English and German origin.

It is believed that a systematic campaign would yield good results for American manufacturers. This would require, at the start, the sending of a competent American representative and the establishment of a central sales agency, preferably in Paris, covering the entire country. Subagents could afterwards be appointed in the principal industrial centres. It would also be necessary, in order that advertising literature might receive proper attention, to have it printed in the French language, giving measurements and weights in metric units.

MUCH FRENCH MACHINERY USED.

The St. Etienne demand for woodworking machinery is not active, and American machines do not occupy a very prominent place in saw-mills or planing mills. The greater part of the machinery used in this district is of French manufacture, but there are also some German machines and German imitations of American designs, and certain kinds of American machinery are found in nearly all the establishments. The elimination for some time of German goods of this class will doubtless open up a market here for the American product at the close of the present war. The lumber used here is grown in France, and embodies ash, birch, maple, oak, platane, pine, poplar, spruce, sycamore, and walnut.

VARIOUS TARIFF PROVISIONS.

Woodworking machinery is classified under No. 525 of the French import tariff and pays an import duty according to weight as follows: More than 25,000 kilos. (55,115 pounds), 10 francs per 100 kilos. net weight (\$0.88 per 100 pounds); from 11,023 to 55,115 pounds, 12 francs per 100 kilos., net weight (\$1.05 per 100 pounds); from 2,204 to 11,023 pounds, 16 francs per 100 kilos., net weight (\$1.04 per 100 pounds); from 512 to 2,204 pounds, 24 francs per 100 kilos., net weight (\$2.10 per 100 pounds); 512 pounds or less, 50 francs per 100 kilos., net weight (\$4.38 per 100 pounds). These rates of duty are applicable to woodworking machinery which originates in the United States or Porto Rico.

Advertising matter is classified under No. 469 of the French import tariff and pays an import duty (if in one colour, other than metal colour, applied by hand or otherwise, on paper or cardboard), if the weight per square metre is 350 grams or less, not glazed, of 102 francs per 100 kilos., net weight (\$10.51 per 100 pounds); glazed, 180 francs per 100 kilos., net weight (\$15.76 per 100 pounds); 351 to 700 grams not glazed, 75 francs per 100 kilos., net weight (\$6.57 per 100 pounds); glazed, 105 francs per 100 kilos., net weight (\$9.19 per 100 pounds); more than 700 grams, not glazed, 30 francs per 100 kilos., net weight (\$2.63 per 100 pounds); glazed, 38 francs per 100 kilos., net weight (\$3.33 per 100 pounds). If in two or more colours, or in a metal colour, the rate varies from \$29.54 to \$7.88 per 100 pounds.

METHOD OF SHIPMENT—PRICE QUOTATIONS.

American machinery of this class usually is purchased of our manufacturers through Paris agents, who as a rule import these goods through Havre or Marseille, but since the outbreak of the war the bulk of American merchandise reaching France has been imported by Bordeaux, Marseille, or Saint Nazaire. It is preferable to quote prices c.i.f. one of these ports, or to make quotation f.o.b. port of shipment with a statement of freight and insurance rates prevailing at the time of the quotation.

In order to obtain a footing in this market it will be necessary for a firm either to open its own branch in France or grant an exclusive agency to some established firm. American machinery manufacturers now doing business in this country have successfully pursued both methods.

A branch or agency should be located at Paris, Lyons, or Marseille. Saint Etienne is not sufficiently a centre to serve as the seat of a general agency.

There is not a wide knowledge of English in provincial business circles in France, and it is preferable that correspondence should be in French.

Spain.

Machinery for sawing and woodworking is manufactured in the Barcelona district by Cortes y Ventosa Miro, Consejo de Ciento, 463 Barcelona; Menna Claramunt, Fray Luis de Leon, 93 Sabadell; and Duch y Argemi, San Olegario, 101 Sabadell.

Woodworking machinery is not separately given in the list of Spanish imports, but comes under paragraph 571 of the customs tariff, which reads: "Machine tools for working metals, wood, or stone, weighing up to 1,102 pounds." Goods dutiable under this paragraph pay a duty of \$2.05 per 100 pounds. Paragraph 572 refers to the same classes of machinery weighing more than 1,102 pounds, and they are dutiable at \$1.63 per 100 pounds. The duty for woodworking machinery is on the gross weight. There is no duty on printed matter in the form of circulars or catalogues passing through the mails.

Imports into Spain under paragraph 571 in 1915, the latest year for which countries of origin are available, in metric tons of 2,204.6 pounds were: From Great Britain, 63; France, 60; United States, 26; Germany, 17; Italy, 6; Sweden, 4; Switzerland, 3; Norway, 3; Holland, 1; total, 183. Imports during the same year under paragraph 572 were: From United States, 616 tons; Great Britain, 439; France, 186; Germany, 107; Switzerland, 49; Italy, 30; Sweden, 11; Holland, 3; Norway, 2; total, 1,443.

PREFERENCE FOR AMERICAN MACHINERY.

Imports into Spain from Germany have ceased altogether, but those appearing in the statistics refer to merchandise which was shipped before Italy entered the war.

A decided preference for American machinery exists in Spain, and this has been earned by excellent qualities. The possible market for American woodworking machinery here is well worth cultivating.

The native timbers of the mountainous regions of this district, according to statistics of 1912, number about 1,700 spruce-fir trees in the province of Lerida, and 5,700,000 larch and pine trees in the provinces of Soria and Teruel.

The kinds of unmanufactured wood imported into Spain during 1916, in metric tons of 2,204.6 pounds, were: Staves, 50,146; railway sleepers, 1,460; posts and round stakes of common wood, 23,051; common wood in planks, 291; fine wood in logs, pieces, boards, planks, and sheets, 5,305; hoops, staples, trellis, and fencing, 95.

CONDITIONS AFFECTING TRADE EXTENSION.

Advertising and correspondence should be in Spanish.

It would be well at the start to offer prospective customers in Spain the easiest terms of sale practicable, which ought to compare favourably with those granted under normal conditions by European manufacturers, who in the past have often given credits of sixty to ninety days, or cash thirty days after receipt of merchandise. It is true, now when competition has lessened, that exporters can be less lenient in their terms, but with a view to future business this is hardly expedient.

ELECTRICITY FROM BROWN COAL IN AUSTRALIA.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, October 16, 1917.

An advisory committee of experts appointed to investigate the utilization of brown coal deposits in the state of Victoria, as a means of generating electricity for Melbourne and other cities in the state, and the commercial soundness of a scheme under which the state would become a bulk supplier of electrical current, has submitted its report.

The committee has recommended the immediate adoption of a scheme to establish a power-house at Morwell and the transmission of electrical energy to Melbourne at an estimated cost of £1,855,673. Morwell, where the existence of large deposits of excellent brown coal have been fully proven, is about eighty miles from Melbourne, and has a sufficient supply of condensing water from the Latrobe river for the proposed first instalment of plant—50,000 kilowatts—without having to depend on artificial water-cooling appliances as would be necessary in other brown coal areas in the state.

The estimated cost of the scheme includes a power-house at Morwell designed to provide for extensions to supply 100,000 kilowatts, a transmission line of 82 miles in length, the cost of right of way through private property, a terminal station near the city and the cost of distribution to the power-houses in Melbourne.

The municipal and privately owned plants now in operation generate electricity from black coal, mined in New South Wales, and supply current for power and light purposes to Melbourne and its suburbs. It is estimated by the committee that the price at which power could be sold to the existing plants by the Morwell scheme would be 0.326d. per unit, as against the cost to the municipal electrical department of 0.499d. per unit in 1916.

The manufacturing industries of Melbourne are rapidly overtaking the existing supplies of current, and limitations of space, coal carriage, storing facilities and other economical considerations to a large extent preclude the extension of the two plants at present furnishing power.

In all probability the scheme outlined will be put into operation as soon as financial conditions are favourable. If carried out there should be an excellent opportunity for Canadian manufacturers of electrical equipment to quote on the requisite plant and material.

DEVELOPMENT OF TRADE WITH VENEZUELA.

IMPORTANCE OF MARACAIBO DISTRICT AS A COMMERCIAL CENTRE.

(Board of Trade Journal.)

The British Vice-Consul at Maracaibo (Mr. J. Robertson), in furnishing the following notes on the prospects for the development of British trade with Venezuela, writes that great prosperity awaits the Maracaibo district on the termination of the war, when trade channels will be ready to receive larger imports from the United Kingdom, but that it must not be forgotten that the market for the last twenty years has been almost entirely dominated by Germans, and a careful study of the needs of the Venezuelan people, and the conditions under which successful trading can be carried on, must, therefore, be made.

The movement of British trade prior to the war was naturally greatly curtailed in the Maracaibo district on account of the textile business, which is one of considerable importance, having been largely monopolized by German houses. These houses are still very strong in the locality. They have large connections with merchants in the interior of Venezuela, to whom they allow very long credit. In payment for dry goods, etc., they frequently accept consignments of coffee, which they sell for the benefit of their customers, who are for the most part coffee growers. To such they also advance cash on account of the crops. In consequence of the strong position which German houses have secured in the market by these methods, British firms have met with exceptional difficulty in selling their goods in the country.

Openings for Trade.

Mr. Robertson is of opinion that the possibilities for the development of British trade in the Maracaibo district are extremely good, but a serious handicap in the past appears to have been the lack of suitable advertising matter for probable buyers. The issue of catalogues in the Spanish language, with terms and prices stated, is very essential, and if firms desirous of opening up an export trade to the Maracaibo district will forward copies of suitable catalogues to the Vice-Consulate, these will be placed in the hands of likely buyers.

There is some demand for machinery for the manufacture of dyes from local woods, especially tanning bark, and also for sugar-mill machinery; the latter, however, does not offer exceptional opportunities at the moment. Marine engines for pleasure boats, electrical equipment and general machinery are in good demand.

There is also a very large demand for hardware, the consumption of which is considerable, but up to the present United Kingdom firms do not appear to have made any great attempt to increase their share of this trade. The bulk of the hardware imported at present is from the United States, Spain and Italy. The Vice-Consul is of opinion that the present time offers an admirable opportunity for the introduction of United Kingdom hardware goods. All goods should be well advertised, and strongly but lightly packed, as customs charges are based on gross weight.

Dry goods of all kinds, that is cheap textiles, are in good demand.

Perfumery is also in demand.

Imports.

Imports from the United Kingdom during 1916 were much smaller than in past years, owing to the effects of the war, and amounted in value to only about 3,000,000 bolivars. Imports from the United States in 1916 amounted to 18,000,000 bolivars, while the shares of Spain and Italy in the import trade were 1,000,000 bolivars and

400,000 bolivars, respectively. The large volume of imports from the United States comprised chiefly machinery for sugar factories, oil well drilling tools, and textiles.

While importers pay higher prices for American goods, they have a much smaller freight rate to pay on them, as compared with European shipments. The difference in the rates has been accentuated during the last two years. European rates having increased more than American rates, and as the American shipping company gives a rebate of 10 per cent per annum on all shipments to firms which have used its line exclusively, the purchasing of merchandise from the United States has been greatly facilitated.

Exports.

The principal exports from Maracaibo in 1916 were coffee, divi-divi, raw hides, sugar, cocoa, copaiba, and dried bones. Shipments of divi-divi greatly increased during the year, as compared with previous years. Exports of coffee went almost entirely to the United States.

Branch of Royal Bank of Canada.

In transmitting the foregoing information, H.M. Minister at Caracas writes that Maracaibo is an important centre which has been too much neglected by British traders. At present there is not a British house established there. The recent establishment at Maracaibo of a branch of the Royal Bank of Canada should, however, be of assistance to United Kingdom merchants in extending their business in a district of great future promise.

UTILIZING IDLE CANNERIES.

(Industrial Progress and Commercial Record.)

A recent visit to Steveston on the Fraser river, where are situated many salmon canneries, prompted the query as to why these splendidly-equipped establishments should only be operated for about 25 per cent of their usefulness.

Some canneries are operated, of course, four or even five months in the year, but the average operation of all the salmon canneries would not exceed three months out of every twelve.

Every cannery is equipped with expensive and modern machinery and appliances for handling cans, cooking the contents and sterilizing in auto-claves.

If these canneries kept in operation the year round, the depreciation of idle machinery would be eliminated, overhead reduced, good crews kept together by permanent employment, the profit of the undertaking enlarged, and the supply of exportable foodstuffs increased.

Would it not be possible to operate our salmon-canneries, during the months when they are at present closed, as bean-canneries. Thanks to the enormous advertising of recent years of the canned food manufacturers, a very large market exists for canned beans and canned goods of all kinds.

Enormous quantities of Manchurian beans are continually coming through the port of Vancouver in transit for Chicago and other American points, which is a proof that the supply of beans is available. If the market were here, the farmers of the lower mainland would raise pork and would be glad of the opportunity to diversify their efforts. But we need not stop at pork and beans—canned vegetables, canned soups, fish chowder and other food products can be handled in the same way.

In conversation with men in the canning business, we have not been able to elicit

any serious objection to the proposal, and it certainly does seem a shame at the present time that the splendid facilities offered by the canneries should be economic waste for more than two-thirds of the time.

Who will make the first move?

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended November 9, 1917, has been furnished by Mr. Enrique R. Margarit, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation:—

November 6, ss. *San Mateo*, 90 drums.

A notable increase in the demand for haddock has been noted this week and as the arrivals of this fishstuff are of very little importance, the price has made a further advance. The market on codfish and hake has continued quiet and the prices unchanged. We quote codfish at 12 cents per pound, haddock at 12½ and hake at 10½ cents.

CODFISH IN CASES.

Importation:—

November 5, ss. *Chalmette*, 2,125 cases, New Orleans.
 " 6, ss. *Zacapa*, 810 cases, New York.
 " 6, ss. *San Mateo*, 1,744 cases, Boston.
 " 7, ss. *Mexico*, 60 cases, New York.

More animation in the demand, and heavy receipts, have been the features this week in the market for codfish in cases. The result is a slight change on the quotations and signs of weakness among holders. We quote at \$15.50 to \$18 per case for that from the United States and Canada.

HERRINGS.

A shipment of 1,500 boxes arrived this week and as this lot is too heavy for the demand it has, the price declined to \$1½ per large box of bloaters.

GOUDA CHEESE.

The prices of 30 to 55 cents per pound for a similar sort from the United States remain unchanged, under the conditions already alluded to.

POTATOES.

Importation:—

2,000 bags from Tampa, Fla., U.S.A.
 2,684 " and 5,803 barrels from New York.
 8,871 " " 1,491 " " Boston, Mass.
 250 " " 300 " " New Orleans.

A good demand has been in evidence for potatoes this week and the prices remain well sustained. We quote at 4 to 4½ cents per pound, for those packed in bags, and at \$7 per barrel from Canada.

EXCHANGES.

New York 3 d/s. ½ per cent premium.
 London s/d. at \$4.78 per £.

BRITISH CONSULAR REPORTS.

TRADE OF SOUTH AFRICA.

(By Mr. W. G. Wickham, British Trade Commissioner in South Africa.)

LOCAL INDUSTRIAL CONDITIONS.

No doubt the vital necessities of munitions have tended to accelerate the pace of, and provide initiative for, invention and substitution; but, on the other hand, they have increased the demand and simultaneously necessitated monopolizing the supplies as they became available, with the result that, as far as oversea markets are concerned, we are about in the same position as we were two years ago. South Africa has at present progressed such a short distance along the road of industrial development that this market was probably worse placed than any other dominion for utilizing her own resources. It is hardly an exaggeration to say that there is no engineering industry in the country. The operations of the iron foundries, such as exist, are almost entirely confined to repairs and replacements mainly in connection with the gold mines; and engineering establishments similarly deal with repairs and erection of imported machinery. There are now two rolling mills, one of which is successfully coping with a seriously felt want in light rails, of which enormous quantities are used by the mines; but even these are at present dependent for raw material on scrap iron and steel, chiefly obtained from the railways. The war has made it even more difficult to obtain machine tools than industrial machinery, so that it has not been possible to make a start, for which such an excellent opportunity presented itself, in engineering work, such as locomotive building. There is obvious room for expansion in blanket making, only one mill being at present engaged in this industry. The shortage of corrugated iron has called attention to the possibilities of making asbestos slates locally instead of exporting asbestos and importing all roofing material. Similarly, difficulties in obtaining paper have stimulated the search for papermaking materials. Wattle bark, the cultivation of which has grown in recent years into an important industry of collateral value to the country as providing also pitprops of very fair quality to the mines, had at the outbreak of the war to find a new market instead of Germany; and it is hoped that the recently started works for extracting the tannin on the spot will have shown the way to solve this question. Perhaps the most interesting direct industrial product of the war is the acid-proof vessels which, with fire-bricks and other furnace requisites, are now being made at Vereeniging.

Apart from mining there is an exceedingly limited demand for machinery. The most noticeable fact is the absence of engineering works. Power is at present very little used by the farmer or pastoralist in South Africa as compared with Australia or New Zealand, and the importation of small gas and oil engines for use on farms is exceedingly small. Another surprising feature is the very limited use of coal gas, either for lighting or heating. This is no doubt due in the Cape Province to the high price of coal, which has to be brought by sea from Natal or by rail from the Transvaal. Competition has no doubt greatly reduced the cost, but electricity had too long a start to be displaced. Electricity may be said to have matters all its own way in practically every centre. One result of this is that coal-tar is for the most part imported. This seems anomalous when taken in connection with the fact that coal is produced at Vereeniging, on the Orange Free State and Transvaal border, as cheaply as any coal in the market. From the point of view of industry, coal is looked upon primarily as a means for generating electricity.

The absence of detailed statistics of industrial as well as agricultural production is much complained of, and it is a long and laborious matter to acquire any real

knowledge of what industries exist in the country, and on what sort of scale. Among the most important of those using machinery are sugar refining, tobacco curing and manufacturing, cement, explosives, soap and candle manufacture. Owing to the cost and scarcity of indigenous timber, saw-milling and woodenware manufacture are carried on on a far smaller scale than in most countries. Well-established industries, such as fruit-preserving and wine-making and the tea-growing business of Natal, account for very little machinery. The working up of South African wool is only carried on by one small mill. There are very many other industries represented in South Africa, but all on a very small scale, although the manufacture of rope and twine and rubber goods should get established firmly at the present time.

CHARACTER OF IMPORT TRADE, QUALITY, ETC.

Without dwelling at unnecessary length on general facts which are in the main obvious, it may be said that, for the most part, it is quite impossible to deserv tendencies such as in normal times can be traced with facility, merely by making a comparison of imports and exports for a series of years. It is, in fact, only in trade lines, in respect of which "quantities" as well as "values" are given in the trade statistics, that any comparison of the 1915-16 figures with those of previous years is at all possible; and even so, though interesting facts may be learnt, the utmost care must be taken not to draw inferences without regard to such modifying factors as those indicated above.

It is of little or no interest to any one directly connected with trade to learn that the value of blankets or motor-cars or electrical goods imported increased by so much on previous years. It is not even of great value to have information as to the comparative quantities unless to this can be added a comparison of the *quality* or *character* of the goods imported. And it is in this respect, in particular, that the war has directly or indirectly caused very considerable changes. The closing of one or another source of supply has in many cases forced the consumer to take the quality that some other country can supply, whether this be better and more expensive or of lower quality and cheaper than what is preferred. German goods, in general, may be said to have been of two types. There is first of all the class of goods which were either unique, or at least the best of their kind, the product of Germany's highly organized system for the commercial development of scientific invention—dyes, chemical, drugs, scientific glassware, electrical apparatus, etc.; and then there is the class of goods which consists of cheap imitations of the products of other countries, similar in appearance, slightly lower in price, and much lower in quality, such as low-grade textiles, cutlery, glassware and crockery, iron and steel and leather goods.

The supplies in both these classes, previously obtained from Germany, had to be replaced from other sources or dispensed with. In the latter class, in South Africa as elsewhere, before the war, Japan, with her imitative faculty and cheap labour, had been seriously cutting into German trade with brushware, leather goods, and fancy goods of all kinds. The machinery for developing this trade was already here in the form of agencies and branches of merchant houses from Japan; and it is not surprising, therefore, that it has been possible without difficulty to develop this source of supply. The diversion of Japanese liners from the Suez Canal route to the Cape has, for the first time, provided direct steamer communication, and it is reasonable to forecast that, even when normal conditions are re-established, there will not be an entire cessation of this direct freight service.

The alternative to this class of German, and also of Belgian, goods—for the latter naturally have equally been shut off from this and all other markets—has been to revert to the better qualities made in the United Kingdom and elsewhere. For instance, this market had developed a habit of buying the very low-grade enamelled iron hollow-ware of Germany and Austria to such an extent that importers seemed

hardly aware of the existence of alternative qualities and sources of supply, in spite of the fact that, with the exception of India, most other parts of the Empire purchased their requirements anywhere but in Central Europe. Of cotton blankets, again, this market consumes enormous quantities. There is first of all the very low-grade cheap blanket for the native trade which was made in Germany and Belgium, the manufacture of which was for a time taken up by British mills and then dropped as unremunerative; and secondly, there is the higher quality which is in demand for the better class trade, which has in the past been supplied from the United Kingdom. There is an enormous sale of woollen blankets to natives, and also a large sale of cotton blankets to a class of European customer who in other countries would not even look at them.

Japan alone has attempted to give a substitute for the cheap grade cotton blanket, but without success. On the other hand, part of the consequent increased demand for the better quality has been met from America.

It may be noted in this connection that the exceedingly high ocean freight rates have had a considerable influence not only on the quantity of importation but on the quality. In ordinary times nearly all the charges which combine to make up the difference between the f.o.b. cost and the retail cost of goods are calculated on an *ad valorem* basis. Import duty, wholesale and retail profits, agency commission, and even local landing charges, and to some extent even inland railway rates, are all calculated on the value of goods. The effect of this is, of course, to increase at every stage the margin of difference in cost between high quality goods and low, and to provide the consumer with ever-increasing inducements not to buy good quality. Ocean freights alone, being calculated on bulk, act in an opposite direction; but it is only since freight rates reached present day levels that the effect has become noticeable. Freight has always been recognized as an important factor in the landed cost of goods that are bulky in proportion to value—such as crockery, glassware, furniture, metal hollow-ware, etc.—as contrasted, say, with woollen piece-goods or typewriters. It naturally follows that with a five- or even ten-fold increase in freight rates the proportional increase of cost on cheap quality goods of the former class becomes overwhelming. On cheap crockery, as compared with good china, it has meant an increase in landed cost of anything up to 100 per cent as compared with from 10 to 20 per cent, and has actually caused buyers to take good quality as better value at the revised price levels. Had the United Kingdom been able to deliver motor-cars during the last two years, the high freight rates, coupled with the fact that rates from New York are much higher than those from London, would have operated as a very material assistance in levelling up the comparative retail cost here.

When we turn to the other group of German products we find a position which is common to all countries. Most of these were in the nature of necessities, or at least what modern civilization considers necessities. Markets were prepared to take supplies even of inferior substitutes at any price if they could get them. Twenty years ago we had to suffer headaches without phenacetin. People seem to have forgotten, in their inability to get an exact shade of ribbon matched, that in the matter of dyes, even under existing circumstances, we are better off than the generation preceding us.

A further word is necessary on the subject of "quality." Here we may note the remarkable contrast between the mining industry and general trade. Now, no one would accuse the great mining groups of extravagance in buying. The organization of supply for the mines is worthy of comparison in respect both of elaborateness of machinery and at the same time of economy with the great marts of Europe. Competition is keen almost to the point of excess. Nevertheless, the governing factor in purchasing is quality. Efficiency and durability, length of life, and the minimum of waste of time and labour in repairs and renewals are more important in reducing production costs than initial outlay. In general trade, on the other hand, the controlling factor is cheapness. The only important modifying element is intense conservatism. In regard to the prevailing low quality offered to the public in textiles, hardware,

crockery, glassware, and other lines, the well-worn explanation is of course given that the public will not pay for better quality. It is, however, difficult to find any proof that the public are given any option in the matter. There are signs, unfortunately, that some local manufacturers, particularly of foodstuffs, have not realized the danger of giving way to pressure from the merchant in this direction, and are trying to establish their goods by cutting down quality and even quantity. Local patriotism may pay a higher price, but it will not accept a lower quality.

It is difficult to account altogether for the fact, which is hardly disputed, that the quality of goods offered for consumption by the well-to-do is not very high. Possible causes are to be found in the influence of the mass of low quality goods imported for the use of the native and poor white; or in the high cost of distribution, the uneconomical absence of specialization and small turnover. A further suggestion, however, is that the explanation lies in the amount of direct buying from the United Kingdom, either by post or when on visits, by that section of the community which wants good quality. In my own view these causes may all be regarded as contributory to this end with an important addition. Prices of all ordinary commodities are undoubtedly high. That they are unnecessarily high in the coast towns, and particularly in Cape Town, the first port of call from Europe, is proved by the fact that they are higher than in Johannesburg. I think that the explanation must be sought in history, and in the fact that prices have been allowed to remain at the levels at which they used to stand when there were less facilities for communication with Europe. Prices have only fallen to the extent of the reduction in quality; margins of profit have remained the same. Real competition has altered this state of things in Johannesburg, but nowhere else. There has been no deliberate breaking into the customs of trade either by capitalist departmental stores or by the initiative of the public in the form of co-operative stores as in other parts of the Empire. In spite of the cost of living less is paid for labour than in Australasia; and yet, though nearer to Europe, quality of goods sold is lower and prices are proportionately higher, import duties being, on the average, about the same, or probably lower than in Australia. Whether greater initiative in local manufacture or more systematic attempts to break down the existing standards of wholesale and retail margins will bring about an improvement it is not easy to guess. As matters stand the United Kingdom is handicapped in general trade with South Africa by the exceedingly low standard of quality imported for all sections of the community.

METHODS OF BUSINESS.

The import trade of South Africa may be divided roughly into:—

- i. Supplies for the mining industries—gold, coal, diamonds, etc.
- ii. Kaffir truck; and
- iii. General.

Of these, Class ii. is losing its clearly defined character, and is tending more and more to approximate to and overlap into the "poor white" trade—the trade, that is, in goods of the kind required by the white man, but in the very lowest quality and cheapest price procurable.

Between the methods of handling the trade in Class i. and that in the other two classes it is difficult to conceive a greater contrast. The mining supply business is, generally speaking, highly concentrated, and it is in the hands of specialists and experts. The consumers being for the most part corporations or concerns operating on an immense scale, there is, of course, no room for anything approaching a retail stage in the business. To a quite considerable extent purchases are made direct from the manufacturer through his local trading branch, or by negotiation with his agent in person.

No doubt the Kimberley Diamond Field and the Natal Coal Fields, as well as certain other minor mining propositions, stand outside the extreme concentration of

supply which is found in Johannesburg, but these industries, like the few manufacturing concerns on any considerable scale that are to be found in the Union, do not upset the general argument.

The concentration of the machinery of supply at the centre of the Witwatersrand area is so pronounced that, apart from the subsidiary industries and factories which have sprung up in the neighbourhood, we find, in Johannesburg, the Commercial Exchange, which was originally intended only as a convenient centre for posting the daily requirements of the gold-mining groups, now being used to an ever-increasing extent by outside mining and industrial concerns, by Government departments and public bodies, and not only those located in the Transvaal provincial area, but even in Rhodesia, as a convenient method of doing their buying.

No doubt the large scale of business, the keen atmosphere of competition, the important leavening of highly-trained experts connected with mining, as well as the good fortune of Johannesburg in having its municipal policy in early days directed by remarkably able men with wide outlook, have all had their effect in making Johannesburg what it is, and producing the many features which differentiate it from other cities and towns in South Africa. We need not look beyond the two facts that, in spite of its situation nearly 6,000 feet above sea level and 24 hours' journey by rail from the coast, prices generally are lower than in any other town, and that in the municipal stock sale yards and abattoirs are handled cattle and sheep from Rhodesia and from districts in the East and in the West of the Cape Province quite near the coast, to see that there is something unique about this centre.

The dominant characteristic of South African general business is exemplified in the country store. There is practically no limit to the classes of goods which the general merchant with headquarters at the coast is prepared to handle; and though, so far, the city departmental store has not apparently taken up the export of produce, and does confine itself to the sale of imported and locally manufactured goods, there does not seem any convincing reason for anticipating that even that limitation will never be broken through. It may be possible to find specialist retailers in most lines who do confine themselves to, and know thoroughly, one class of goods, but such are rare; and I think it may safely be said that hardly any retail business of any size attempts to specialize.

WHOLESALE AND RETAIL TRADING.

Furthermore, the lines between the wholesale and the retail trade are very hazy. There are no doubt many merchant houses which very strictly avoid all semblance of retail dealing; but there are, probably, very many more firms, ostensibly and predominantly retail concerns, which not only do their own direct importing, but act also as wholesale distributors—not merely doing mail order business, sending travellers and price-lists out into the country districts, but actually supplying other retail establishments in their own town. It might seem obvious that this would lead to price cutting and to extreme competition, and that the public would get the benefit in the form of low prices. This, however, is not the case, the causes being, apparently, the costly methods of distribution, trade agreements, and the "tied house" system, the total effect being exaggerated by the overlapping and lack of specialization.

COUNTRY STOREKEEPERS.

Probably the chief sufferer from this system is the small agriculturist, both European and native. The New Zealand farmer has apparently found co-operative purchase and sale more economical than dependence on the "stock and station agent." In South Africa, on the other hand, while co-operation has not yet made any very marked headway, there is no parallel to the stock and station agent. The big merchant houses, particularly in the eastern part of the Union, do not by any means concentrate their attention on farming requisites, such as seeds, manures, agricultural implements, saddlery, and fencing material; but they handle equally soft goods,

groceries, ironmongery, crockery, fancy goods, and Kaffir truck. Furthermore, the merchants will only deal with the farmer through the country storekeeper as middleman in regard to wool and produce as well as purchases of all supplies.

Now, quite apart from the double profit which has to be added to the cost of the farmers' purchases and deducted from the proceeds of their produce, it must be obvious that there is also a serious loss of efficiency in the service rendered to them. It may be doubted whether a merchant house handling such an enormous range of commodities can possibly employ expert specialists, either as buyers and salesmen of goods for consumption or as graders and valuers of produce for export such as are included in the staff of every large stock and station agent in Australia and New Zealand. Merchants cannot in any case place this expert knowledge at the disposal of the farmer because they have no direct dealings with him; nor can they study his requirements first hand. It is not the business of the merchant to keep the farmer in touch with his markets or his ultimate sources of supply.

And if this surmise is correct, it must *a fortiori* be the case that a country storekeeper cannot really serve the farmer efficiently. While in personal touch with the farmer, and possibly interested in and even expert in farm or pastoral technicalities, he cannot possibly have more than a smattering of knowledge of the multifarious goods from agricultural machinery and fertilizers to groceries and soft goods which he retails; nor is he in a position to study oversea markets in relation either to supplies or to wool and other produce for export. The double system further complicates the difficult question of finance and credit, a matter of prime importance to the farmer.

Urban Stores.—In regard to the larger urban areas we find the absence of specialization in a different form. There is the large drapery store which has adopted the policy of taking on any line which can be sold, such as toilet goods, fancy goods, stationery; which has gone on from confectionery into grocery, from bed-linen and perambulators into furniture and furnishing, iron-mongery and crockery, or into motor-cars, and from iron-mongery into the sharpening of cutlery. Such is the development of the departmental store in most countries. But in South African towns the same overlapping is to be seen everywhere. Furniture may be taken to include utensils, hollow-ware, crockery, and glassware. The grocer sells the requisites both for cooking and eating his foodstuffs. The iron-monger, similarly, adds crockery to metal hollow-ware, but also retails agricultural implements and dairy and poultry-farm supplies. The heavy hardware merchant is practically non-existent as such, as he overlaps into the trade of the oil and colourman, he is a timber merchant, he sells wall-paper, sanitary goods, and plumbers' supplies, as well as household iron-mongery and brassware.

Native Trade.—It is of prime importance that firms attempting to cater for the South African market should realize its complexity. We have not, as in India, an enormous and comparatively simple native trade and a quite separate and distinct small trade in supplying a small European community. There are more white people in South Africa than in India, and these range from the exceedingly well-to-do to a large section of poor. They include every grade from those who are in constant touch with fashion and fastidiousness of Europe and America to farmers or pastoralists. The native trade, on the other hand, is just as complex. The term "Kaffir truck" used, no doubt, to mean primarily the blankets, ochre pigments, beads, and brass wire for the unsophisticated native. Nowadays, though there is still a very large sale for these goods, the native, through work on the mines and in well-paid industries, can afford to buy both in quality and quantity on a higher level than may be expected. Thousands of natives are constantly returning from the great industrial centres with changed tastes and habits to their homes. Education is spreading in the native territories, and the whole character of their daily needs is being perceptibly modified. And, as a result, the term "Kaffir truck" has very largely lost its meaning, and includes the cheapest and lowest quality of all the ordinary commodities—cutlery, jewellery, enamelware, and crockery; in fact, practically everything that a poor white community would purchase.

Another survival, which is surely doomed to disappear very shortly, but which still has a very pronounced effect on the character of native trade, is the absence of any symbol of value in exchange below the threepenny-bit or "ticky." So long as this was the minimum charge for newspapers and tram-fares and the other little sundries of everyday life among the white people in the big towns, it was perhaps natural that this absurdity should continue among the natives. It is, however, inconceivable that, after they have got accustomed to the "penny" as a coin with a very distinct purchasing power in Johannesburg, natives are going to tolerate indefinitely paying 6d. for an article worth 3½d. Even if the European trader endeavours to retain this to his profitable and simple system, the Indian trader, who is taking an increasing share in the native trade, will certainly break down the custom. The fact remains that in the past the storekeeper bought from the wholesale merchant, and the wholesale importer bought from overseas, solely on a basis of whether this or that make could be retailed profitably at some particular multiple of the "ticky." An article of possibly better value but more expensive by a fraction of a penny would be remorselessly turned down, because it could not be retailed profitably at 9d. and would not fetch 1s. It can easily be seen how this absurd system could be turned, and was turned, to advantage by the Germans, who in this class of goods were pastmasters at paring down value while retaining appearance. A large share of this trade they secured solely by close study of the retail prices and by manufacturing a quality exactly to suit these. Where they failed was in the lines demanded for the more primitive native, such as woollen blankets and ochre, in which conservative prejudice and custom demanded an exact and slavish adherence to standard. An admittedly leading expert in the Transkei-Basutoland trade informed me that a divergence from standard in texture and feel so slight as to be to himself quite impalpable was quite enough to cause absolute rejection of a consignment, and that there was no chance whatever of negotiating acceptance at a reduced price. If a consignment is not exact in quality it is unsaleable at any price.

Agency Arrangements, etc.—The advice to firms to appoint agents or to come out and study conditions for themselves may sound very plausible and useful, but it is open to obvious criticism. The average agent is primarily a salesman; he lives by selling and probably holds a number of agencies, but however successful he may be in finding and handling customers, it does not follow that he is capable (although I know many who are) of studying a market as a whole or reporting on general questions of sale policy. The questions, for instance, of whether it is advisable in the case of a certain class of goods to approach only the wholesale trade, to include the retailer, or even to go direct to the small up-country store; or whether these goods should be confined to one distributor in a town or district, sold to all and sundry, are problems, in conjunction with many others, of great difficulty which agents are not always competent to answer. A manufacturer must not think that he has solved the whole problem of effective and economical sale and distribution merely because he has appointed an agent.

Similarly, the advice to manufacturers to study the market and the market's requirements on the spot may be excellent in itself, but in practice it is feasible only for organizations of some magnitude and margin of capital. I do not wish to suggest for a moment that firms should not, whenever possible, send representatives to study the market and to draw their own conclusions, to frame their selling policy, and to arrange their selling organization on the spot. On the contrary, I consider that it is always expedient and often essential. I think that for any big enterprise or any attempt to recapture the market it is an essential preliminary. I go further, and suggest that it would be well if many of our smaller firms which cannot afford to undertake such work severally would sink some of their suspicious attitude towards competitors, and combine to send an expert delegate to study overseas markets such as this on behalf of the trade or the trade group. There is so much of local atmosphere which manufacturers, especially those who have not travelled abroad, cannot acquire

in any other way, and which neither agents nor trade commissioners can convey either by correspondence and reports or by visits to the United Kingdom and by word of mouth. And further, even though by good fortune firms may secure good agents by the haphazard method of advertising and correspondence, they will always run the risk of misunderstandings, leading to rupture of relations if they have not personal acquaintance with the agent. By far the best method is to select and appoint agents on the spot after personal study of the market, and after maturing views as to the best methods of tackling it.

There is probably, or I might say certainly, no task which a trade commissioner is expected to undertake so full of difficulty, as well as responsibility, as the suggesting of possible agents to manufacturers. In actual practice commerce consists of a multiplicity or aggregation of detail, and general statements or statistical tables dealing solely with general groups, such as "cotton piece-goods" or even textiles, or machinery, or foodstuffs, are of comparatively little interest. It is detail which alone is of value; and though I think it is easy to overstate the necessity for exact technical training on the part of those who as trade commissioners endeavour to give advice and criticism and to report facts about these details—and by details I mean, of course, specific manufactured articles—there can be no doubt whatever that they must have the time and the organization at their disposal to deal with a very large number of these separate items. One has only to consider what it means, for instance, to take one section of an ironmonger's shop and select only those items in which there is perceptible foreign competition, and then realize that in order to criticize and advise both wisely and helpfully it is necessary to look into the facts as regards local requirements in respect of these selected lines all over this vast country. And after all that, some work has been done, but only on behalf of one section of one trade out of many, and none at all for any other.

The same considerations apply to the question of agents. Leaving aside for the moment the necessity for knowing first of all what kind of sale organization and method of pushing is most suitable for each individual class of goods, and therefore what class of agency is to be recommended, there is the enormous difficulty of "sizing up" possible agents in regard to capacity and reliability. Agents are busy men, frequently as difficult to catch when wanted as a will-o'-the-wisp, because they are constantly "on the road." In the area under my supervision there are fully 600 separate *bonâ-fide* manufacturers' agents, without including the additional number of individuals who would have to be reckoned in if we counted separately each travelling partner in the larger agency firms, and to that number again has to be added all the wholesale merchants and retailers who hold direct and indirect agencies for manufacturers. To act merely as an introducing medium, making no attempt to know anything about either agent or manufacturer, as is done by many organizations, is, of course, quite a simple matter; but an advertisement in the press would probably be equally efficacious.

Agency arrangements in any case rarely work smoothly—or at least as smoothly as they might—unless agent and principal are personally known to each other; and if firms really seriously desire to establish business on a firm basis, they should realize that the first essential is a sympathetic understanding of each others local conditions and difficulties and limitations, and that this can only eventuate if both parties visit the other. This is only another way of saying again that, ideally, manufacturers should make a point of visiting the oversea markets with which they intend to trade, study their requirements on the spot, decide on the right method of representation, and only then select their agent. If individual firms cannot do so, they must learn to adopt co-operative methods and combine with others to send out a reliable delegate.

Just as it is of importance that manufacturers should have first-hand knowledge of their oversea market, so also is it necessary that agents should know the manufacturing conditions of their principals. If an agent cannot afford to visit the United Kingdom, it is money well laid out—if the agent is worth having at all—to make it financially possible for him to do so. If all these courses are alike impracticable,

there is no alternative but to give the agent latitude of action. Listen to his suggestions, and so far as possible act on them. If his statements as to local conditions seem improbable, check them by inquiry, but do not merely ignore them. To appoint an agent and then, because there seems to be a little risk, or because his advice or requests seem unusual, to do nothing that he asks for or advises, is simply to strangle the business. Manufacturers who have not the initiative to act otherwise should stay at home, and look for well-established merchant houses and buying agents.

We should, perhaps, dwell for a moment on the complexity of the whole question of representation and the different methods that may be adopted. It is impossible to detail here all the possible variations of method. A manufacturer who has decided to rely on his own organization to sell his goods has first of all to choose whether a salaried representative or a commission agent is preferable, or again whether he should make arrangements with a local merchant firm to act as sole agent. If he decides on the first course he must decide whether that representative should travel out each year to visit his customers, and spend the rest of the year in the United Kingdom in close touch with manufacture, or whether he should reside permanently in South Africa. If the latter alternative seems preferable he must again judge as to methods. Should the representative merely supervise and advise, leaving sub-agents to do the selling, or should he act as a commission agent, canvas customers and take their indents, or should he carry stocks in the country and sell direct from them? And finally, if it is decided that the representative should not himself import, but should merely take indents, should he call only on wholesale merchants or on retailers, or would it suit the class of goods best for him to call on the actual user and consumer?

And so we might go on with alternative after alternative with every possible and conceivable variation between the one extreme of selling outright to merchants in London and the other extreme of being represented directly by retail tradesmen acting as sole distributing agents.

And further, it is safe to say that actual instances could be given of every one of these alternative methods in practice, and probably also to add that each of these methods is suitable under certain circumstances and in the case of certain classes of goods. To lay down the law in general terms and to give the same advice to all classes of manufacturers is simple foolishness. Everything depends, in the first place, on the class of goods and who is the consumer; and next, on the possible maximum turnover which may be aimed at—e.g., whether, as in the case of superphosphates, the demand is strictly limited to farmers or is universal, as in the case of tea or biscuits. Or again, whether the annual consumption runs into six figures, as it does in the case of condensed milk, or only aggregates a few hundred pounds, as in the case of ladies' furs or scientific instruments or stained-glass windows. It may make the whole difference whether it is a new line to be introduced or an established line to be kept. It may take years of hard work with almost nominal returns to overcome conservatism of taste and introduce successfully a proprietary soap or article of food, or patent medicine, or a new make of saw or shovel, even if as good as or better than those which hold the market. And, in the meantime, the agent for the established article has only to go his round; he has not got to induce those on whom he calls to give an indent, but merely to ask them the amount of it. At the most he has only to watch and report on the efforts of competitors. And an equally great difference in method is required according to whether goods are in constant demand and have to be stocked all the year round, such as cutlery or table linen, whether they are only seasonal goods, like toys or ladies' dresses, or, again, whether they are goods, such as big industrial plant, only at infrequent intervals inquired for. Another factor in the situation is the question whether for the sale of the goods expert technical knowledge is requisite, as in the case of an electric power plant or a cathedral organ; and though it may be said, as a general rule, that the more technical knowledge a salesman has the better he can sell, particularly in the case of high quality goods where merit has to be

demonstrated, overmuch emphasis can be laid on this. A plausible, popular, and energetic salesman is in many cases more successful than a man equipped with far greater technical knowledge of his goods, but not endowed with a ready tongue or attractive manner. Some goods depend for a sale solely on lavish advertising, some entirely on assiduous canvassing and salesmanship, and some on technical ability.

It may be argued with complete plausibility that to give local control or monopolies to individual retailers or merchants must be bad policy, because it restricts sales to the customers of that one firm, since it is obvious that normally no retailer or wholesaler, as the case may be, is going to buy from, and pay a profit to, a competitor on goods which he then has to sell either at a higher price or a reduced profit.

And yet this very course is recommended most authoritatively under certain circumstances and for certain classes of goods. Such goods, for instance, as pianos and motor-cars should probably always be treated in this way; and in the case of well-known proprietary lines this course is often the only means to prevent them, through excessive price cutting, from becoming altogether unprofitable and being so run off the market. Special lines, high priced, and required only by an exclusive or limited market, such as high-grade clothing, scientific instruments, art pottery, or good china or glassware, are frequently most effectively sold in this way. Nevertheless these are exceptions, and as a rule the system is bad.

And similarly, though most people would not consider it good policy or remunerative to go as a canvassing manufacturer's agent direct to the individual consumer, there are certain classes of goods which can only be sold in this way. Doctors, dentists, and college professors are in far too close touch with current inventions and sources of supply to be ready as a rule to pay knowingly a series of middlemen's profits on the plant and instruments that they require. And again, it has been proved over and over again in the case of corsets, saws, axes, files, and so on that the only way to break through the conservatism of the actual user, or still more that of the retailer and merchant, is personal demonstration by experts to the consumer. Expensive domestic appliances are often best introduced by personal demonstrations in the homes where they are to be used. Retailers "cannot be bothered" to demonstrate the merits of the latest coffee-making machine or carpet-sweeper. Expensive books are often sold in this way, and the pedlar, under a different guise, still hawks jewellery. In the case of agricultural machinery, again, I would suggest that the farmer should be approached more directly and personally than he usually is in many parts of this country with instruction followed by offers of actual demonstration.

As regards industrial machinery, refrigerating plant, woollen or paper mills, cement-making plant and the like, it is essential that manufacturers should realize the elementary facts in relation to countries such as South Africa, which are—apart from mining—only on the threshold of industrialism. Apart from the engineers actually engaged in direct connection with established factories there are practically none who are specialists in connection with any particular industry. There are, for instance, only two firms manufacturing cement, one woollen mill, two match factories, and no paper mills at all in the country. A glass factory and a coal-tar distilling plant were set up and subsequently shut down. Even industries such as wood-working, laundries, and others which are carried on in most populous centres are few and on a small scale; and it may fairly be said that no one of these could provide enough business to justify any one who wished to make a living in specializing. Consequently, manufacturers of plant, if they desire business, must be prepared to provide the expert knowledge themselves. If necessary, they must be ready to send men out to assemble, install, and start up such machinery as they sell. They must at least always provide complete working drawings and full explanations, such as any mechanical engineer without specialist knowledge can understand and work on. Further, it must be borne in mind that inquiries usually come from people who have no engineering knowledge at all, and whose first question is, "How much capital would it require to set up such and such an industry?" Some British firms fully understand

this, and go to enormous trouble to work out specifications on a basis of a minimum output which could be produced with reasonable economy; but many more obviously do not.

A subsidiary point is the need for British manufacturers to keep themselves fully posted as to local conditions, such, for instance, as the effect of the high altitudes and low atmospheric pressures on prime movers, both steam and internal combustion engines, and the areas of South Africa where such altitudes are to be found. The frequency and violence of thunderstorms, the destructive effect of the climate on many kinds of timber, as well as the depredations due to insect life are other points in this category. Many of these important factors are taken for granted by those who live in a country as matters of common knowledge, and they do not always remember to point them out in their inquiries for plant.

Yet another matter to bear in mind is the backward condition of engineering and consequent difficulty and expense of getting repair work or replacements carried out in many centres. It is, therefore, of vital importance that those lapses which manufacturers are too often inclined to deny should not take place, and that the reliability which they claim for their foremen, their testing and packing staff, and for their system generally should stand good in all circumstances.

Satisfactory agency arrangements in the case of industrial machinery constitute a very difficult problem. The mining industry is on such a large scale, and is on the whole so much centralized, that it has been found possible, as has been shown above, to organize supply with extreme efficiency and economy. In the case of general industrial machinery, on the other hand, the opposite is the case. Those firms which are qualified to handle such inquiries are to some extent overloaded already, and it is a little doubtful to what extent any of them are in a position to look for business or still less to create openings. For instance, in connection with the frozen meat industry, much can be done in actually providing the initiative and the suggestion leading to the formation of companies. To study local conditions and economies, and then come forward with a practical working scheme and knowledge as to the capital required, may at least accelerate the formation of such undertakings, and will certainly go a long way to secure goodwill. Manufacturers may further interest themselves financially in such ventures without necessarily taking up the whole financial burden.

My own view is that there is very ample room for a group or groups of manufacturers of industrial machinery of all kinds, woodworking, machine tools, textile, etc., to have their own representatives on the spot, not only to look for business and deal with inquiries, but to look for possibilities and actually prompt the inquiries. To leave this work to busy indent agents already pre-occupied with local interest of all kinds seems to me unsound. With more initiative more business can be created, and industrial development can be accelerated. A commission basis in this work also is wrong. Representatives should be good trained men, tactful and energetic; but it is essential that they should not be deterred from seemingly thankless pioneer work by being dependent for a living on quick results. Nor must they be in the position of having to spend money themselves on travelling long distances to follow up inquiries, with a feeling all the time that it is a gamble whether there will be business to pay for the journey. The representative must be well paid with salary and expenses, and he must be able to have permanent headquarters. In connection with mining many firms send out their own expert representative, and attach him to the staff of their local agents. This is an excellent arrangement, and a similar plan might be adopted in the case of industrial machinery, except that the representative would probably have to look after the interests of a home group instead of a single firm. For instance, a group might well be formed to cover all the industries connected with, and derivative from, frozen meat, makers of abattoir plant, refrigerating machinery and ammonia compressors, disintegrators and fertilizer machinery, and by-product recovery. Fellmongers' machinery has in the past come chiefly from Germany and America.

The making of glue and gelatine, tanning and currying, are similarly allied to the slaughter of cattle, and wool scouring and drying lead easily on to carding and spinning. In this way a very considerable range of machinery could economically and efficiently be not merely represented but actively pushed. The initiative for forming such groups must come from manufacturers themselves. I have no doubt myself that the initiative, if taken, will amply justify itself. In this connection, I may again refer to the importance of the proposed local industrial bank, and add that it would of course be a first essential duty of such a representative as we are considering to keep in close touch with the Union Government Department of Mines and Industries, and with any committees of industrial economic and scientific research, or committee of industrial resources which may come into being, or remain as a permanent institution in the Union or in Rhodesia, after the war.

INDUSTRIAL CRISIS IN AUSTRALIA.

In his report of October 8, 1917, Mr. B. Millin, Canadian Commercial Agent, Sydney, writes:—

INDUSTRIAL CRISIS PRACTICALLY OVER IN NEW SOUTH WALES.

“As far as the state of New South Wales is concerned, the great strike, after lasting two months, is now practically over. The situation for the last fortnight has been a very anomalous one. The railway and tramway men who originally started the trouble returned to their labours a month ago on the Government's terms, but many other unions who downed tools out of sympathy have not been so ready to succumb. These included coal miners and transport workers. The miners have of late years been particularly truculent, and, although a three years' industrial agreement was signed at the beginning of this year they did not hesitate to repudiate it. Consequently industries of every description have been held up for weeks on account of lack of power and the same remark applies to oversea and interstate shipping. Volunteer workers have, however, demonstrated that it is possible for unskilled workers to hew coal and as the Government took possession of many mines and successfully worked them the coal miners are now gradually returning to work. The Government has announced its intention to hold and work the mines for the next twelve months or longer if necessary. The miners have for some years consistently refused to agree to the introduction of the working of a second shift in the mines but it is now generally anticipated that this will be done.

“The chief cause of the defeat of the strike was the employment of volunteer labour which was chiefly recruited from the country districts. Thousands of men answered the call and successfully tackled employment of which they had no previous experience. They proved that the “go slow” policy of many unionists was not a myth, and although inexperienced, in many cases turned out a larger quantity of work in an equal time.

“Many union awards which have been awarded during the last few years have been cancelled, the chief clause being that with regard to preference to unionists. In many cases the cancellation of the union's registration has been ordered and the judges passed many scathing remarks with regard to the disloyalty of the leaders of the strike movement.

“With the resumption of work by the coal miners shipping is again commencing to move, but, as it will take several weeks to replenish the depleted stocks of coal, unemployment is very general and business consequently is in a state of stagnation.”

AUSTRALIAN TAX ON BACHELORS AND WIDOWERS.

FROM REPORT OF TRADE COMMISSIONER.

(*Mr. D. H. Ross.*)

MELBOURNE, October 16, 1917.

Under the Australian Income Tax Act (No. 39), assented to on September 28, 1917, provision is made that every male person—whether in receipt of a taxable income or not—who on July 1, 1917:—

(a) Was unmarried or a widower without children; and

(b) Was not under the age of 21 years, shall pay a special income tax to the amount of £5 (\$24.33) or 5 per centum of his taxable income, whichever is the greater.

The commissioner of taxes has defined discretionary power to remit the taxation, or a portion of it, in cases where hardship is proved.

Further, it is provided that the taxation shall not apply to:—

(a) Soldiers and sailors enlisted for active service abroad; or

(b) When a majority of his brothers of military age have been—or are—on active service abroad; or

(c) When he is permanently incapacitated for work and is in receipt of a gross income not exceeding £150 (\$730); or

(d) When in receipt of an old-age or invalid pension, over 60 years of age, and has a gross income of less than £100 (\$486.67).

CUBAN NOTES OF GENERAL INTEREST.

Under date of November 10, 1917, Mr. J. C. Manzer, Acting Canadian Trade Commissioner, Havana, has sent in the following information:—

On November 1, the rate of postage on letters addressed to all points in Cuba and the United States was increased from two to three cents. The rate to other countries remains unchanged.

The Food Control Commission have fixed retail prices on the following articles:—

	Cents.
Refined sugar.. . . .	8½
Beef.. . . .	25
Fresh fish.. . . .	15 to 20
Rice	6½ 8
Beans.. . . .	11
Cornmeal.. . . .	6

The total trade of Cuba for the fiscal year ending June 30, 1917, was \$618,417,070 being \$80,000,000 more than the preceding year.

During the past year the following telegraph offices were established on the island:—

Name—	Provinces.
Cayo Mazon.. . . .	Pinar del Rio.
Herradura	" "
Tinguaro.. . . .	Matanzas.
Punta Alegre.. . . .	Camaguey.
Punta San Juan	"
Central Algodones.. . . .	"

During the past fiscal year 115,960 passengers and 59,191 immigrants entered Cuba.

Four hundred and forty-two common schools were established during the past year in the different provinces as follows:—

Pinar del Rio..	47
Havana..	101
Matanzas..	75
Santa Clara..	119
Camaguey..	30
Oriente..	70

Besides these there were a number of kindergarten schools established.

Potatoes Arriving in Cuba.

The total receipts of potatoes at the port of Havana for the seven days ending November 7, 1917, were as follows:—

	Barrels.	Sacks.
Steamer <i>Belita</i> , from Halifax..	7,202	—
“ <i>Zacapa</i> , from New York..	5,065	—
“ <i>Miami</i> , from Key West..	600	—
“ <i>San Mateo</i> , from Boston..	7,766	5,250
Total..	20,633	5,250

Of this quantity 19,956 sacks and barrels were of Canadian-grown stock.

GOVERNMENT NOTICES AFFECTING TRADE.

Canada.

WAR MEASURES—PROHIBITED EXPORTS.

Sugar—Parcel Post.

It is now ordered that sugar refined and unrefined, including maple sugar, may be exported by parcel post up to regulation weight when consigned to and intended for military or naval forces overseas, the limit of weight to the United Kingdom being 11 pounds and for furtherance to France 7 pounds.

Except as to sugar sent by parcel post for military or naval forces overseas, the export of sugar to all destinations and regardless of value is prohibited unless licensed on approval of the Food Controller.

Live Poultry.

The export of live poultry to the United States may be licensed by the endorsement of the customs collector at the point of exit on the usual shippers' export entry.

Foodstuffs and Feedingstuffs.

The export of foodstuffs and feedingstuffs may be licensed by the endorsement of the customs collector at the point of exit on the usual shippers' export entry, when consigned to A. H. Harris, Director Overseas Transport (for Imperial Government) or consigned to Wheat Export Co., of New York, or consigned to Anglo-Canadian Fish Co., Boston, or consigned to Allied Export Provision Board, New York.

NOTES ON FOREIGN TRADE.

Uruguayan Market for School Books.

(Special Agent Robert S. Barrett, United States Commerce Reports.)

While the Uruguayan market for school books is limited, it offers some possibilities to American publishers and printers. There has been a noteworthy improvement in educational matters in Uruguay in recent years. Not only have the number of schools and pupils increased, but the methods have been improved and the public school system strengthened. In 1914 there were 997 public schools with 1,973 teachers and 94,940 students. The number of schools, teachers, and students has practically doubled in the last 20 years.

The school system is divided into three principal divisions—primary instruction, secondary instruction, and university training. The primary instruction is under the direction of the Inspeccion Nacional de Instruccion Primaria, a national council which has supreme jurisdiction of this branch. School books for the primary grade are approved by this council, but each teacher is permitted to select from the approved list the books which are used by the pupils. Some 400 separate books are on the approved list, but only a few of these have any extensive use. Among the latter are fifteen books, of which 70,000 copies are purchased annually. The greatest demand is for readers, and two series, both prepared by Uruguayan educators, have the largest sale. The Figueira series prepared by Dr. Jose H. Figueira consists of five books, corresponding to the First, Second, Third, and Fourth Readers that are used in the United States. The books are well illustrated and are bound in boards. The First Reader is called "Quieres Leer?" (Do You Want to Read?), the Second "Adelante!" (Forward!), the Third "Un Buen Amigo" (A Good Friend), the Fourth "Trabajo" (Labour), and the Fifth "Vida" (Life). The annual consumption of the five books is about 50,000 copies.

PRINTING OF NEW EDITIONS CONSIDERED.

Previous to the war the books were printed in Germany and editions ranged from 100,000 copies of the First Reader to 10,000 copies of the Fifth Reader. The printing of new editions of all five books is now being considered, and an opportunity will be given to American printers and publishers to estimate on their production. Similar series of readers prepared by Dr. Figueira are in use in Paraguay and Argentina. Another popular series of readers consists of six books prepared by Sra. Ema Catala de Princevalle, which have an annual sale of from 2,000 to 4,000 copies each. These books have heretofore been printed in Montevideo.

In the normal schools, universities, and private schools a large number of different books are in use, but the quantity of any particular book is small. They are, as a rule, printed in Montevideo, and editions of over 1,000 copies are rare. Small quantities of medical, scientific, and law books are imported from the United States, Great Britain, Argentina, and European countries.

IMPORTS OF BOOKS.

In 1911 the value of all bound books imported into Uruguay was \$87,089, of which Great Britain supplied \$35,450, Argentina \$24,459, and the United States \$7,510. In 1915, when all Uruguayan imports were greatly diminished, the value of the imports were \$28,589, of which Argentina supplied \$8,838, France \$7,652, the United Kingdom \$6,217, and the United States \$223. The greater part of these imports consisted of works of fiction. The preponderance of imports from Great Britain over those from the United States in 1911 was due to the large English colony in Uruguay, who had a preference for the works of English authors.

Montevideo has several large printing offices equipped with modern machinery, but heretofore they have been unable to compete with European edition printers.

Ironmongery for Argentina.

(The Times Trade Supplement.)

Practically all ironmongery articles are imported into South America, there being no manufactories of these goods. A very large trade is carried on in most of the different states, and even the smallest stores stock supplies of bolts, nuts, fence-wire, small tools, and nails. Stocks in all lines, however, have been short for some time, and at present the United States is doing a first-rate trade in supplying the deficiency. It is well to remember that in all of the South American countries the demand is for nuts, bolts, and parts of machinery, including the pitch of threadings, in accordance with the metric system. The natives do not understand measurements in inches, although they will use articles so made if they happen to suit their particular requirements. If British manufacturers would alter their present arrangements so as to be able to make ironmongery goods for the Latin-American markets especially, they could double or treble their present connections with those countries. British-made revolvers have always been in favour, notwithstanding the numerous cheaper North American articles that are to be met with in all of the large city stores and up-country shops. There is always a sale for rifles and shotguns as well as for revolvers. The various governments, while deprecating the wearing of arms, encourage proficiency in marksmanship, a fact that accounts for the number of men who carry these about with them. Most dealers carry large stocks of small arms, and English-made shot is to be obtained at most of the establishments. The American "bull-dog" revolver has a very large sale, and so popular was this weapon in Argentina that German importers sent home for as close an imitation as possible. So complete is this, even to the forging of the trade-mark and name of the American makers, that it takes an expert to detect the difference between the sham and the genuine. The Argentine Government is itself a considerable purchaser of small-arms in connection with the different ranges that it has set up in the country to encourage the practice in marksmanship.

State Subsidies for German Mercantile Marine.

(Board of Trade Journal.)

According to the "Berliner Tageblatt" of 5th October, a Bill for the restoration of the German mercantile marine passed its third reading at the Reichstag Session of 11th October. The sum mentioned as the maximum amount that will be required for the contemplated grants to shipping companies is from $1\frac{1}{2}$ to 2 milliards of marks (about £75,000,000 to £100,000,000 at par rate). It is thought that this amount will be necessary in order to restore German shipping to its former capacity. The original intention of the Government was to lend money at interest to shipping companies, but this proposal was dropped, and after a discussion, in which, inter alia, a State monopoly was considered, the Reichstag agreed to include a clause in the Bill providing that it be left to future legislation to determine whether, and to what extent, the Empire should participate in the profits of the restored tonnage, and whether any limitations should be imposed on the utilization of the vessels concerned.

The solution of the problem is thus deferred to a period when it will be possible to review the general condition of German shipping, and in particular the question of profits and freights. In any case, the State has reserved to itself the right of requesting repayment at some future date of the grants to be made to the shipping companies.

In its final form the Bill provides that, for ships completed within the first four years after peace is declared, the Government may make a grant of from 50 to 70 per cent of the difference between the actual cost of building and the normal cost in time of peace, while in the case of ships completed from the fifth to the ninth year after the conclusion of peace, the grant is to be from 20 to 55 per cent of this difference.

As a corollary to the Bill, a resolution was adopted by the Reichstag requesting all authorities to assist as much as possible in the establishment of new shipyards, and the extension of old yards, and in particular to lessen the stringency of the building prohibition where the yards are concerned, in view of the enormously important national work which they are doing in restoring the country's mercantile marine.

Large Increase in Japan's Imports of Iron and Steel.

United States Commercial Attaché Frank R. Rutter, Tokyo, states that the importation of iron and steel into Japan made a new record in September, 1917. In that month \$13,000,000 worth of the principal kinds of iron and steel was imported at the twenty leading ports, while in August the imports of all iron and steel at all Japanese ports amounted to less than \$10,000,000 in value.

Iron and steel bars, plates, and sheets, have displaced for the first time cotton in the imports into Japan from the United States. Together these items represent just two-thirds of all American goods purchased by Japan. During the eight months, January to August, 1917, the value of the imports of cotton into Japan from the United States was \$30,615,000, or 30 per cent of the total imports from the United States, while the value of the iron and steel bars, plates, and sheets amounted to \$36,876,000, or 36 per cent of the imports from the United States.

In quantity the disproportion was far greater. Iron and steel from the United States weighed over 300,000 long tons, four times as much as the cotton.

In the monthly statistics, bars, plates, and sheets are grouped in the statement by countries. The combined item covers bars, rods, T and angle iron, wire rods, plates and sheets, wire, bands, and hoops. The countries from which the imports were received are not yet reported for September.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending November 30, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Port William—					
C.P.R.	767,571	282,994	76,595		1,127,160
Consolidated Elevator Co.	574,880	155,848	46,652	36,897	814,277
Empire Elevator Co.	285,507	323,834	50,169	76,767	736,277
Ogilvie Flour Mills Co.	548,959	40,103	31,565		620,627
Western Terminal Elevator Co.	580,302	81,692	5,147	163,744	830,885
G.T. Pacific	991,488	1,482,580	119,116	65,240	2,658,424
Grain Growers' Grain Co.	328,602	393,772	56,817		779,191
Fort William Elevator Co.	134,957	364,646	62,573	48,339	610,815
Eastern Terminal Elevator Co.	263,284	67,642	12,773		343,699
Northwestern	159,324				159,324
Port Arthur—					
Port Arthur Elevator Co.	860,920	769,520	173,325	37,056	1,840,821
D. Horn & Co.	103,545	67,393	14,462	79,069	264,469
Canadian Government Elevator	115,339	121,453	47,329	79,824	363,945
Thunder Bay	245,721	406,637	40,287	25,384	718,029
Davidson & Smith	397,474	197,652	45,561	283	640,970
Total Terminal Elevators	6,357,873	4,755,766	782,671	612,603	12,508,913
Saskatoon Dom. Govt. Elevator	2,513	574,564			577,077
Moosejaw Dom. Govt. Elevator	50,844	288,948	641	70	340,503
Calgary	55,582	119,642	10,072	1,885	187,181
Vancouver	6,369	2,385	1,921		10,675
Total Interior Terminal Elevators	115,308	985,539	12,634	1,955	1,115,436
Depot Harbour	337,998				337,998
Midland—					
Aberdeen Elevator Co.	706,701	109,418	19,997		836,116
Midland Elevator Co.	539,222	204,673	35,000		778,895
Tiffin, G.T.P.	1,891,004	169,133	90,917		2,151,054
Port McNicol	3,004,238	414,323	59,691		3,478,252
Collingwood					—
Goderich	557,003	218,671	53,573	47,592	876,839
Western Canada Flour Mills Co. Ltd.	712,897				712,897
Kingston—					
Montreal Transportation Co.	432,555				432,555
Commercial Elevator Co.	1,932	28,257	1,633		31,822
Port Colborne	1,535,254	740,682			2,295,936
Prescott					—
Montreal—					
Harbour Commissioners No. 1.	826,867	146,561	15,655		989,083
" " No. 2.	1,266,861	69,274	41,895		1,377,970
Montreal Warehousing Co.	1,540,630	18,038		2,066	1,560,734
Quebec Harbour Commissioners	1,855	12,443			14,298
West St. John, N.B.	341,880	21,865	70,985		434,730
Halifax, N.S.	185,209				185,209
Total Public Elevators	13,902,046	2,153,338	339,346	49,658	16,494,388
Total quantity in store	20,375,227	7,894,643	1,184,651	664,216	30,118,737

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended November 30, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.
Wheat—				
No. 1 Hard	64,758		102,301	167,059
No. 1 Northern	2,566,777	47,110	5,662,711	8,276,598
No. 2 "	964,317	7,365	3,832,934	4,804,616
No. 3 "	580,522	14,958	2,364,925	2,960,405
No. 4 Wheat	320,356	3,163	1,126,696	1,450,215
No. 5 "	315,898	6,873	113,245	436,016
No. 6 "	498,856	12,909	20,214	531,979
Other	1,046,389	22,930	679,020	1,748,339
Totals	6,357,873	115,308	13,902,046	20,375,227
Oats—				
No. 1 C. W.	14,252			14,252
No. 2 "	638,102	264,858	1,243,156	2,146,116
No. 3 "	337,224	70,881	202,058	610,163
Ex. No. 1 Feed	660,044	331,740	120,084	1,111,868
No. 1 Feed	850,982	219,790	138,822	1,209,594
No. 2 "	1,197,705	43,611	119,186	1,360,502
Other	1,057,457	54,659	330,032	1,442,148
Totals	4,755,766	985,539	2,153,338	7,894,643
Barley—				
No. 3 extra C. W.	3,141			3,141
No. 3 C. W.	138,737	6,427	43,314	188,478
No. 4 "	273,536	2,521	129,412	405,469
Feed	91,431	743	19,950	112,124
Rejected	165,972		31,712	197,684
Other	109,854	2,943	164,958	277,755
Totals	782,671	12,634	389,346	1,184,651
Flax—				
No. 1 Northwestern Canada	477,965	1,711	2,066	481,742
No. 2 C. W.	103,493	162		103,655
No. 3 "	11,849	12		11,861
Rejected				
Other	19,296	70	47,592	66,958
Totals	612,603	1,955	49,658	664,216
Corn				
Total quantity in store	12,508,913	1,115,436	16,494,388	30,118,737

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators, and Public Elevators in the East, on November 30, 1917, with comparisons for three years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>November 30, 1917—</i>			
Terminal elevators.....	6,357,873	6,151,030	12,508,903
Interior terminals.....	115,308	1,000,128	1,115,436
Public elevators in the East.....	13,902,046	2,592,342	16,494,388
Total.....	20,375,227	9,743,500	30,118,727
<i>December 1, 1916—</i>			
Terminal elevators.....	12,519,729	8,043,801	20,563,530
Interior terminals.....	521,404	215,560	736,964
Public elevators in the East.....	6,215,216	11,020,435	17,235,651
Total.....	19,256,349	19,279,796	38,536,145
<i>December 3, 1915—</i>			
Terminal elevators.....	9,234,914	6,273,259	15,508,173
Interior terminals.....	664,016	76,272	740,288
Public elevators in the East.....	7,464,795	5,427,940	12,892,735
Total.....	17,363,725	11,777,471	29,141,196
<i>December 3, 1914—</i>			
Terminal elevators.....	4,119,602	2,712,456	6,832,058
Interior terminals.....	1,222,069	573,318	1,795,387
Public elevators in the East.....	8,328,445	3,736,097	12,064,542
Total.....	13,670,116	7,021,871	20,691,987

TENDERS INVITED.

Australia.

Tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for equipment required by the Postmaster-General's Department, Sydney, N.S.W., and the Postmaster-General's Department, Adelaide, S.A. These tender forms are open to the inspection of Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer File No. 16743).

Particulars of the requirements are briefly outlined thus:—

POSTMASTER-GENERAL'S DEPARTMENT, SYDNEY, N.S.W.

Tenders addressed to the Deputy Postmaster-General, Sydney, N.S.W., are as follows:—

Schedule.	Date Closing.	Particulars.
No. 612.	January 14, 1918—	180 lodge arresters.
No. 642.	" 14, 1918—	200 trembling bells, 3-inch gong.
No. 642.	" 14, 1918—	6 pounds granulated carbon.
No. 642.	" 14, 1918—	2,500 dry, rectangular, cells.
No. 642.	" 14, 1918—	4,000 heat coils.
No. 642.	" 14, 1918—	1,000 retardation coils.
No. 642.	" 14, 1918—	2,500 condensers, two microfarad.
No. 642.	" 14, 1918—	Eight adjustable condensers.
No. 642.	" 14, 1918—	2,900 conductor cords, as specified.
No. 642.	" 14, 1918—	50 detectors.
No. 642.	" 14, 1918—	3,000 carbon diaphragms.
No. 642.	" 14, 1918—	3,000 ebonite earpieces.
No. 642.	" 14, 1918—	300 four magnet generators, as specified.
No. 642.	" 14, 1918—	650 handles, as specified.
No. 642.	" 14, 1918—	100 indicators.
No. 642.	" 14, 1918—	1,200 jacks, as specified.

POSTMASTER-GENERAL'S DEPARTMENT, ADELAIDE, S.A.

Tenders addressed to the Deputy Postmaster-General, Adelaide, S.A., are as follows:—

Schedule.	Date Closing.	Particulars.
No. 479.	February 27, 1918—	500 carbons, as specified.
No. 479.	" 27, 1918—	24 telephone balanced transformers.
No. 479.	" 27, 1918—	50 double pole protectors.
No. 479.	" 27, 1918—	35 rheostats, as specified.
No. 483.	" 27, 1918—	300 magneto bells, as specified.
No. 483.	" 27, 1918—	115 trembling bells, as specified.
No. 483.	" 27, 1918—	100 stop clocks.
No. 483.	" 27, 1918—	215 foiled paper condensers, as specified.
No. 483.	" 27, 1918—	1,000 double pole receivers, bell pattern.

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1503. **Codfish.**—An important firm in Bari, Italy, on the Adriatic sea, who are agents and representatives for Italian and foreign firms in all kinds of salt and dressed fish, wishes to hear from Canadian firms in a position to ship dry and hard shore codfish.

1504. **Fatty matters for soap and candle making.**—A manufacturers' agent in Turin, Italy, is anxious to have a Canadian agency for fatty matters used in the manufacture of soap and candles.

1505. **Salmon in tins and codfish.**—A large and reliable house in Genoa, Italy, would be glad to receive quotations from Canadian packers of tinned salmon and shippers of codfish.

1506. **Pig-iron, steel plates for shipbuilding, marine oil engines, etc.**—A Genoese firm who are contractors to the Royal Italian Government, and to the leading ship-

yards, engineering companies, and shipowners in Italy, are prepared to open negotiations, for after-the-war trade, with Canadian concerns who manufacture the following: Pig-iron, metals, steel plates and sections for shipbuilding, auxiliary machinery, marine oil engines and other materials used directly or indirectly in the shipbuilding and engineering trades.

1507. Electrical equipment.—An importing house in Genoa, Italy, which is thoroughly conversant with the electrical needs of the Italian market, wishes to correspond immediately with Canadian manufacturers of electric motors, transformers, dynamos, turbines, and electrical cable.

1508. Wheat, lumber and provisions.—A Genoese, Italy, import house of merchants wishes to enter into communication with Canadian firms who can ship now or after the war the following commodities: Wheat, lumber, lard and bacon.

1509. Butter, cheese, preserved fruits and codfish.—A firm of agents in Genoa wishes to have immediate offers from Canadian shippers of box butter, cheese and codfish. This firm is also prepared to correspond with packers of canned fruit for after-the-war trade.

1510. Weight checkers and samplers.—A house of checkweighers, samplers, steamship and forwarding agents in Genoa, Italy, are at the disposal of Canadian shippers.

1511. Machinery and metals.—An important firm of merchants and representatives in Italy, with head offices in Genoa, and branches in Milan and Naples, would welcome Canadian agencies in metals and machinery, etc., such as agricultural machinery, pumps, railway supplies, machine tools, wrenches, pliers, diesel and semi-diesel twin motors, 100 to 400 horse-power.

1512. Marble.—A Genoese exporter of Italian marble is open to correspond with Canadian importers for after-the-war trade.

1513. Metals, ferrous and non-ferrous, etc.—An agent in Milan, Italy, would like to open negotiations with Canadian manufacturers of ferrous and non-ferrous metals, and of metal, woodworking, and machine-shop tools.

1514. Lumber.—A Desio (Milan), Italy, manufacturer of artistic furniture is anxious to buy Canadian lumber suitable for furniture making. He is also prepared to handle a Canadian lumber agency for after the war.

1515. Wood-pulp.—An import house in Milan, Italy, familiar with the wood-pulp requirements of the Italian market would like to hear from Canadian shippers of same, with a view to representation either now or after the war.

1516. Arsenic.—A Plymouth firm wants to import arsenic 99½ per cent pure and to contain no impurities, especially sulphur, as it turns black when used in manufacture. Arsenic is generally imported in casks of 3¼ to 4 cwts. (112 pounds to cwt.).

1517. Wood-pulp.—A Plymouth firm desires the agency for a good concern able to export wood-pulp suitable for news and writing paper.

1518. Phosphate rock.—A firm in Plymouth would be glad to hear from a Canadian exporter of phosphate rock.

1519. Bones and general residue.—Canadian meat packers having bones and general residue for disposal are required to communicate with a Plymouth firm.

1520. Iron ore.—A Plymouth firm desires to import iron ore.

1521. Ochre.—Ochre is wanted by a Plymouth firm.

1522. Minerals.—A Plymouth concern is prepared to import minerals of all kinds.

1523. Pastry boards.—A Plymouth firm desires to purchase pastry boards. They must be clean, well jointed, tongued, and must not shrink. Sizes required: 18 inches by 20 inches, 20 inches by 14 inches, 22 inches by 15 inches, 24 inches by 18 inches, 27 inches by 19 inches, 30 inches by 18 inches.

1524. **Chopping boards.**—Hardwood chopping boards are required by a Plymouth firm. They must not be rimmed and in the following sizes: 12 inches by 10 inches, 16 inches by 14 inches.

1525. **Washboards.**—Canadian manufacturers of washboards are asked to communicate with a Plymouth firm. Washboards should be 12 inches wide and 24 inches long, have dovetailed sides, and be made of hardwood with cross-bar at back, with corrugated, perforated and arched zinc fronts.

1526. **Carpet sweepers.**—A Plymouth firm desires to get in touch with Canadian exporters of the above.

1527. **Clothes pegs.**—A concern in Plymouth is prepared to purchase spring-clip clothes pegs.

1528. **Broom stocks and handles.**—A Plymouth firm would be glad to get into communication with a Canadian exporter of broom handles of spruce or alder in the following sizes: 50 inches by 1 inch, 50 inches by $1\frac{1}{8}$ inch, 50 inches by $1\frac{1}{2}$ inch, 50 inches by $1\frac{3}{4}$ inch; also of broom stocks of alder, 11 to 14 inches long by $2\frac{3}{4}$ inches to 4 inches wide, with a hole in the top.

1529. **Flooring.**—A firm in Gloucester, Eng., would import Canadian maple flooring 1 inch and $1\frac{1}{4}$ inch.

1530. **Doors.**—Canadian manufacturers of doors are asked to write a firm in Gloucester, Eng. The doors are required in yellow pine or softwood, of 4 and 6 panels, thicknesses $1\frac{1}{4}$ inch, $1\frac{1}{2}$ inch and $1\frac{3}{4}$ inch, to be morticed and tenoned and not made of dowels. Sizes: 6 feet 4 inches by 2 feet 4 inches, 6 feet 6 inches by 2 feet 6 inches, 6 feet 8 inches by 2 feet 8 inches. Both square framed M.O.S. and flush moulded.

1531. **Maple strips.**—Maple strips $1\frac{1}{4}$ inch and $1\frac{1}{2}$ inch by 3 inches are wanted by a firm in Gloucester, Eng.

1532. **Lamp glasses.**—A firm in Gloucester, Eng., are prepared to act as agents for a Canadian house manufacturing lamp glasses of all kinds.

1533. **Fruit bottles.**—A Gloucester firm desires to purchase 2, 3, 4 and 7-pound fruit bottles.

1534. **Tractors.**—Canadian manufacturers of tractors using paraffin or crude oil for preference who desire to export same are asked to communicate with a firm in Gloucester, Eng.

1535. **Ploughs.**—A concern in Gloucester, Eng., desires to import riding ploughs for three furrows reducible to two furrows when the soil is heavy; to be used with two or three horses.

1536. **Hay loaders.**—A Gloucester house wants hay loaders.

1537. **Lawn mowers.**—Lawn mowers with blades 8 inches to 14 inches are wanted by a Gloucester, Eng., firm.

1538. **Hand and horse hose.**—A firm in Gloucester are prepared to import horse and hand hose.

1539. **Oil cookers.**—A Gloucester firm desires to be put in touch with Canadian manufacturers of oil cooking stoves.

1540. **Vacuum cleaners.**—A concern in Gloucester, Eng., is prepared to handle a good vacuum cleaner.

1541. **Enamelware.**—All kinds of enamelware as used in house or hospital are required by a firm in Gloucester, Eng.

1542. **Garden tools.**—A Gloucester, Eng., firm are prepared to purchase all kinds of garden tools, spades, forks, shovels, etc.

1543. **Hay forks.**—A firm in Gloucester, Eng., wants hay forks.

1544. **Wheelbarrows.**—A Gloucester firm wishes to import wheelbarrows for general purposes.

1545. **Brushes.**—A firm in Gloucester desires to get into touch with Canadian brush manufacturers, household and agricultural.

1546. **Binder twine.**—Canadian firms in a position to export binder twine are asked to communicate with a Gloucester firm.

1547. **Barbed wire.**—A Gloucester firm wishes to hear from Canadian exporters of barbed wire, thickly set 4 pt.

1548. **Fancy fencing.**—Manufacturers of the above are asked to communicate with a firm in Gloucester.

1549. **Wire nails.**—Canadian manufacturers of wire nails are requested to communicate with a firm in Gloucester.

1550. **Wire fencing.**—A firm in Gloucester desires to import wire fencing.

1551. **Rubber hose.**—A concern in Gloucester is prepared to purchase $\frac{1}{2}$ -inch, $\frac{3}{4}$ -inch, 1-inch, $1\frac{1}{4}$ -inch rubber hose in 500-foot lengths.

1552. **Saws.**—Hand and cross-cut saws are required by a Gloucester firm.

1553. **Machinery.**—An engineering firm established in Durban, Natal, are prepared to take up agencies or purchase of any suitable machinery, except centrifugal pumps and agricultural machinery.

1554. **Machinery and mining specialties.**—A firm of engineers invite correspondence *re* agency or purchase on any line of machinery specialties or mining supplies.

1555. **Tractors.**—A South African firm of engineers ask for details from firms manufacturing crude oil tractors, suitable for hillwork ploughing on sugar plantations and tractors for 2-foot gauge, powerful for hauling, to take grade 1.6, haul 40 tons on grade, 200 tons on level.

1556. **Lubricating oils.**—A Durham firm with long experience and established connections are prepared to take up agency of lubricating oils.

1557. **Tallow, palm oil, linseed oil, lubricating oil and fish oil.**—A London house company having a house in New York city wishes to secure supplies of the above articles.

1558. **Agency.**—A French commercial traveller familiar with the English, French and Spanish languages was accustomed before the war to visit every year the following countries: Egypt, Palestine, Syria, Turkey in Asia, Turkey in Europe, Roumania, Morocco, Greece and the Canary Islands. Since the outbreak of the war he has continued to visit Tunis, Egypt, Algeria, Morocco and the West Coast of Africa. He wishes to get into communication with Canadian manufacturers whom he might represent after the war. For France he requires the following articles: Leather, tanned; thread and hosiery; boots, dress and working; cotton goods, white and coloured; fancy goods for trading with idigenes; mineral oils; machinery of all kinds; wood-pulp, bleached or unbleached; printing and writing paper; newsprint in rolls; dress and fancy woollens.

For Morocco he requires: White, coloured and fancy cottons; condensed milk; mineral oils; soap; automobiles; well-digging machines; coal oil stoves; paints; agricultural machines of all kinds.

For Egypt he wants: Tanned leather; thread and cotton hosiery; boots; white or coloured cottons; cutlery and household effects; coal oil stoves; tinned salmon; mineral oils; printing paper.

He asks that all catalogues, references and samples be sent in triplicate. He wishes to get into communication with manufacturers whom he might represent at present or after the war.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 1. With France.
 2. With Germany.
 3. With United Kingdom.
 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
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Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

- (*Circulated within Canada only.*)
- Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

- *Canada Year-Book. (*Price, \$1.00.*)
- *Census Returns. (*Price of volumes vary.*)
- *Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, via Carlo, Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P. O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.* (Exports from Canada to Holland are at present prohibited.)

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9. *Petrograd, Russia.*

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C. 2, England. *Cable Address Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clara street, Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.* (Exports from Canada to Norway, Sweden and Denmark are at present prohibited.)

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W.. England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaíso, British Consul General.

Colombia:

Bogotá, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostok, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

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Commercial Intelligence Journal

VOL. XVII.

No. 725.



JAN 1 0 1918

WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, DECEMBER 17, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

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The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, December 17, 1917.

No. 725

CLASSIFICATION OF COMMODITIES UNDER UNITED STATES PRIORITY ORDER TO ALL RAILROADS.

COMMODITIES TO BE CARRIED PLACED IN FIVE PREFERENTIAL CLASSES.

Judge R. S. Lovett, administrative officer under the Priority Shipments Act, has issued the following priority order No. 5:—

Whereas, by the Act of Congress, entitled "An Act to amend the Act to Regulate Commerce, as amended, and for other purposes," approved August 10, 1917, it is provided that during the continuance of the war in which the United States is now engaged, the President of the United States is authorized, if he finds it necessary for the national defence and security to direct that such traffic or such shipments of commodities as, in his judgment may be essential to the national defence and security, shall have preference or priority in transportation by any common carrier by railroad, water or otherwise; and

Whereas, by virtue of the power conferred upon him by said Act, the President has designated the undersigned as the person through whom the orders and directions authorized by said Act shall be given; and

Whereas, it has been made to appear and the President, through the undersigned, finds that it is necessary for the national defence and security that priority should be accorded to the articles and commodities and to the extent hereinafter specified.

Now, therefore, by reason of the premises, th undersigned in the name of the President orders and directs that on and after the 12th day of December, 1917, and until further order of the undersigned, all common carriers by railroad in the United States shall give preference and priority in car supply and in movement to the following commodities, and in order numbered:—

1. Steam railroad fuel for current use;
2. Live stock, perishable freight, food and feed;

(3. (a) Shipments of military supplies when consigned direct to the United States Government or the authorized officers of the United States Army, Navy, or Shipping Board, or to the Allies or the proper representatives thereof, destined to any cantonment, post or encampment, to any point of export for movement thence to Europe, to any arsenal or navy yard, or material to any shipbuilding plant under contract to the United States Shipping Board for the sole purpose of constructing vessels for that board;

(b) Other shipments for the United States Government, as the same may be authorized from time to time by the undersigned as necessary in particular cases, but only upon request of the United States Army, Navy, or United States Shipping Board, through a designated officer or representative of the respective departments located in Washington;

4. Coal to and for by-product coking plants, and not subject to reconsignment; and

5. Preference and priority in movement only to coal for current use but not for storage, consigned direct (and not subject to reconsignment) to hospitals, schools and other public institutions, retailers of coal for use in supplying domestic consumers only; and to coal, coke, and raw materials for current use but not for storage, consigned direct (and not subject to reconsignment) to blast furnaces, foundries, iron and steel mills, smelters, manufacturers engaged in work for the United States Government or its Allies, public utilities (including street and interurban railways, electric power and lighting plants, gas plants, water and sewer works), flour mills, sugar factories, fertilizer factories, and shipbuilders; also shipments of paper, petroleum, and petroleum products.

This order shall not affect priority order No. 2, dated October 27, 1917, relating to open-top cars; priority order No. 3, dated November 2, 1917, relating to movement of coal from mines in Utah and Wyoming; and priority order No. 4, dated November 22, 1917, and supplement A. thereto, dated November 29, 1917, relating to shipments of cattle feed to points in Texas and New Mexico, issued by the undersigned.

In witness whereof, and by virtue of the aforesaid Act of Congress and the order of the President of the United States, I hereunto sign my name this 7th day of December, 1917.

(Signed) ROBERT S. LOVETT.

CANADIAN PROHIBITED EXPORTS.

WAR MEASURES—CONSOLIDATED ORDERS CONCERNING PROHIBITED EXPORTS TO ALL DESTINATIONS OF FOODSTUFF, FEEDINGSTUFF, FATS, OILS, SOAP, FERTILIZERS, ETC.

1. By Order in Council published in the *Canada Gazette* this date, the foodstuff, feedingstuff, fats, oils and other articles specified in Memo. 2139 B, which were prohibited to be exported to foreign destinations are now prohibited to be exported to the United Kingdom, British possessions and protectorates.

2. The previous regulations and orders on this subject are therefore consolidated and amended as hereinafter set forth.

3. The goods specified in schedule "E" hereto are prohibited to be exported to all destinations outside of Canada, except under license in special cases.

4. In special cases where licenses are permitted to be issued for the export of any of the products specified herein to the United Kingdom or other British country or to countries in alliance with the British Empire and having armies in the European field, the licenses may be issued by collectors of customs when approved by the Food Controller of Canada, Ottawa (Hon. W. J. Hanna), or his authorized assistant except in respect of wheat, the export of which is subject to the approval of the Board of Grain Supervisors at Winnipeg, of which Dr. Robert McGill is chairman and A. R. McDonald is secretary.

5. Individual licenses will be required for all shipments of goods specified in the schedule hereto except in the special cases hereinafter noted to be licensed by the endorsement of the collector of customs at the point of exit.

6. Communications and applications respecting the approval of individual licenses for the export of foodstuff and other goods specified in the said schedule should be addressed direct to the Food Controller of Canada except as respects the export of wheat, applications concerning which should be made direct to the Chairman, Board of Grain Supervisors, Winnipeg.

7. Customs collectors should communicate directly with the Food Controller, Ottawa, on matters arising in regard to his approval of licenses.

8. Documents of approval are to remain on file with the customs collector where presented for license.

9. The following exports may be licensed by the endorsement of the collector of customs at the point of exit on the usual shippers' export entry when destined to any British country or to the United States, namely:—

(a) Where the quantities to be shipped are less than 125 bushels food grains, or 25 barrels flour, or 125 pounds of butter;

(b) Milk and cream in usual quantities;

(c) Shipments excepting sugar containing a number of different articles each of small value or when the shipment does not contain an amount exceeding \$100 in value.

(d) Fresh fish and frozen fish in usual quantities, as heretofore;

(e) Eggs, live stock, live poultry, hay, potatoes and turnips.

10. *Export of Cured Fish, Etc.*

Dried, cured, prepared, salted and smoked fish for consumption in the United States or any British country may be licensed by the endorsement of the customs collector at the point of exit, on the usual shippers' export entry.

Arrangements have now been made with Washington War Trade Board, and customs collectors are hereby authorized to issue licenses to all points in North and South America, including the West Indies, for dried, cured, prepared, salted and smoked fish shipped from Atlantic ports.

When routed via United States ports, if shippers hold license from War Trade Board, Washington, that will be sufficient authority for customs collectors to allow exportation by endorsement for shipments in transit through United States.

Salted fish may be licensed for exportation to the Orient by endorsement of customs collector at points of exit in British Columbia on the usual shippers' export entry.

11. *Export of Sugar.*

Except as to sugar sent by parcel post for military or naval forces overseas, the export of sugar to all destinations and regardless of value is prohibited unless licensed on approval of Food Controller.

Sugar refined and unrefined, including maple sugar, may be exported by parcel post up to regulation weight when consigned to and intended for military and naval forces overseas.

The limit of weight to United Kingdom being 11 pounds and for furtherance to France 7 pounds.

12. *Frontier License to Special Consignees.*

The export of foodstuff and feedingstuff may be licensed by the endorsement of the customs collector at the point of exit on the usual shippers' export entry, when consigned to A. H. Harris, Director Overseas Transport (for Imperial Government) or consigned to Wheat Export Company, New York, or consigned to Anglo-Canadian Fish Company, Boston, or consigned to Allied Export Provision Board, New York, or consigned to Sir Thomas Robinson at ports in United Kingdom.

13. *Export of wheat in Farmers' Vehicles from Manitoba, Saskatchewan and Alberta.*

Customs officers on the frontier in the provinces of Manitoba, Saskatchewan and Alberta may permit wheat to be exported to the United States when conveyed in farmers' vehicles and consigned for delivery to elevators in the United States.

Before such permission is granted, the exporter shall deliver to the customs officer an export entry in triplicate on Form B-13, containing the name and address of the

exporter, the name and location of the elevator to which the wheat is consigned and the quantity and value of the wheat in each case.

Two copies of each export entry for this wheat are to be forwarded regularly from time to time by customs officers through the collectors of the chief port to the Commissioner of Customs, Ottawa.

14. *Ships' Stores.*

Foodstuffs, feedingstuffs, fats, oils, soap, fertilizers and other goods prohibited during the voyage, may be delivered to ships clearing to a port outside of Canada and to fishing vessels engaged in the deep sea fisheries.

NOTE.—Where it is ascertained that exporters are making applications for an excessive or unusual number of licenses for small shipments to the same consignee, in order to avail themselves of the facilities offered by the plan for the export of small shipments, applications will be refused by the collector and licenses previously issued will be revoked.

Schedule "E."

Feedingstuffs and foodstuffs (including sugar) necessary for use on board ship to be exported to all destinations outside of Canada, except under license in special cases

Beans, including castor beans.	Fertilizer, including— <i>Con.</i>
Beef products, including	Ashes of hardwood,
Canned beef,	Bone flour,
Fresh beef,	Bone meal,
Preserved beef.	Chlorate of potash,
Butter, including peanut butter.	Cyanide,
Canned corn.	Ground bone,
Canned peas.	Guano,
Canned tomatoes.	Humus,
Cheese.	Land plaster,
Cocoanut, desiccated.	Nitrate of soda,
Copra	Phosphoric acid,
Corn grits.	Phosphate rock,
Corn (hominy).	Potash,
Cottonseed.	Potassium salts,
Cottonseed cake.	Potato manure,
Dried fruits, including	Poudrette,
Apples,	Superphosphate.
Apricots,	Fish, including
Peaches,	Canned pilehards,
Prunes,	Canned salmon,
Raisins.	Canned sardines,
Dry blood.	Other canned fish,
Eggs.	Dried fish,
Fats, including	Fresh fish.
Animal fats and	Flax.
Cooking fats.	Flour, including
Fertilizers, including	Corn flour,
Acid phosphates,	Dry paste flour,
Ammonia,	Rice flour,
Ammonia salts,	Sago flour,
Anhydrous ammonia,	Wheat flour and
Animal manure,	Flour of other grains.

Schedule "E"—Continued

Fodder and feeds, including

Hay,
Straw,
Fodder,
Hulls,
Screenings of grains.

Food grains, including

Buckwheat,
Barley,
Corn (Indian, maize, samp),
Oats,
Rice,
Rye,
Wheat.

Glucose.

Glycerine.

Grease of animal or vegetable origin.

Lard.

Lard compounds.

Lard substitutes, including "Cris-coe."

Linseed.

Live stock.

Malt.

Meat juice.

Meats, all,

Molasses.

Meal from food grains, including

Cornmeal,
Cottonseed meal,
Oatmeal,
Peanut meal,

Soya bean meal.

Milk and cream, including

Condensed milk,
Evaporated milk,
Fresh milk,
Powdered milk,
Tinned milk, not fresh.

Nestle's Food (Infants).

Oils, namely,

Castor oil,
Cod liver oil,
Cottonseed oil,
Corn oil,
Copra oil,
Hoof oil,
Linseed oil,
Neatsfoot oil,
Oleo oil,
Palm oil,
Peanut oil,
Rapeseed oil,
Soya bean oil,
Sulphurated castor oil,
Vegetable oils.

Oil cake.

Oilmeal cake.

Oleomargarine.

Peas.

Peanuts.

Pigeons, all kinds.

Pig tails.

Pork products, including

Bacon, fat backs.

Fresh pork hams.

Shoulders and

Sausages.

Poultry.

Rolled oats.

Soap.

Soap powder.

Stearic acid.

Stearic acid candles.

Stearine.

Sugar.

Sugar of milk.

Starch.

Syrup.

Tallow.

Tallow candles.

UNITED STATES IMPORT RESTRICTIONS.

It is notified for general information that consignees of Canadian goods in the United States should apply to the War Trade Board, Bureau of Imports, Bond Building, 14th street and New York avenue, Washington, D.C., for import licenses when placing their orders with Canadian manufacturers.

This information may be of interest to Canadian exporters as it will be well for them first to obtain information when receiving orders from the United States as to whether the import license has been issued or not. It is possible that if goods are shipped without such import licenses having first been granted, cars may be held up at the border under demurrage and refused admission to the United States.

The United States issued a blanket license which went into effect on December 6, covering all such imports into the United States, but the said license was only valid for one week from that date.

SHIPMENTS FROM THE ALLIES IN TRANSIT THROUGH THE UNITED STATES

(United States Commerce Reports.)

The War Trade Board has passed a resolution authorizing the Director of the Bureau of Exports to license freely cargoes originating in the United Kingdom, France, or Italy or their colonies, possessions, or protectorates when shipped via United States ports to United Kingdom, France and Italy or their colonies, possessions, or protectorates.

As regards Canadian shipments, cargo of the above character is of two kinds, that which leaves Canada by rail, passing through the United States in bond, and then shipped from a United States port, and cargo shipped from Canada by steamer which later touches at a United States port.

In order to make the above resolution effective, the Bureau of Exports is to-day issuing instructions to the branch offices and to the collectors of the ports as follows:—

License has been issued to the Customs Division of the Treasury Department, covering all shipments "in transit" originating in Canada which come into the United States by rail, in bond, to be exported from a port in the United States to England, France, or Italy or their colonies, possessions, or protectorates. The collectors of the port will permit shipments of this character to be forwarded upon receipt by the collector from the shipper of an additional copy of the United States Customs Carrier's Manifest Form 7512. This additional copy is to be forwarded immediately by the collector at the port of exportation to the War Trade Board, Washington, D.C.

With regard to the second class of shipments, namely, those leaving a port in the United Kingdom, France, or Italy or their colonies, possessions, or protectorates, and destined to such countries or their colonies, possessions, or protectorates, via United States ports, the collectors are authorized to license such cargo upon receipt by them of a copy of the manifest covering the cargo in question, which manifest is to be mailed immediately by the collector to the War Trade Board, Bureau of Tabulation and Statistics, 920 F street, N.W., Washington, D.C.

With regard to shipments from Canada to Japan, made by steamers which call at a port of the United States, the same ruling will apply as to shipments from Canada to England, and such cargo will be licensed by the collectors in exchange for copies of the manifest.

SAVING LABOUR IN CHRISTMAS PURCHASES.

The United States Government has issued an appeal to the people asking them to cause the merchants as little trouble as possible in making deliveries of goods throughout the war period and especially during the Christmas season. It is pointed out that more men can be released for war service if the merchants do not have unnecessarily to deliver parcels which could be carried home by the purchasers. The large department stores have pointed out that a great deal of the labour required in making deliveries is due to the return of goods which purchasers wish to exchange. It is asked that purchasers make their selections carefully in the store and eliminate so far as possible the return of goods. It is suggested that shoppers might even take children with them to carry the parcels home instead of asking the merchants to deliver them.

If every Canadian shopper would follow these suggestions during the war period a considerable number of men would be relieved from delivery work and could be employed either in war service or in productive industries that are helpful in the prosecution of the war. It would be good policy for retail merchants throughout the country to post up notices asking their customers to co-operate with them in the matter of delivery during the war period.

SOUTH AFRICA.

REPORT OF TRADE COMMISSIONER.

(*Mr. W. J. Egan.*)

CAPE TOWN, S.A., September 29, 1917.

AGRICULTURE IN SOUTH AFRICA.

The report of the Department of Agriculture for the year 1916 is just to hand. The report gives a detailed account of the activities of the many branches into which the department is divided.

The report occupies 160 foolscap pages, and it is only possible to quote some of the remarks in the introduction to the report by the Secretary for Agriculture (Mr. F. B. Smith), who writes:—

"Effect of the War on Agriculture.

"Considering the magnitude of the conflict now raging, this country has so far been very little affected by it. The most serious feature has been the withdrawal of active, enterprising men from the scanty ranks of those engaged in farming to participate in the war, for their absence, even though temporary, cannot fail to affect agriculture detrimentally in many ways.

"Sea freight has been limited; the rates have risen considerably, and a good many articles required by farmers have been expensive and difficult to obtain, and a certain amount of inconvenience has been caused thereby, but there has been nothing in the nature of a deadlock. On the other hand, with the exception of wattle bark,

which has suffered from the closing of the German market, and fruit which has been handicapped by lack of cold storage on the ships, and ostrich feathers, which had fallen in value before the war, practically everything the farmers had to sell realized extremely high prices. The high prices have also stimulated the export of meat, eggs, wine and other products, and it is hoped the movement thus inaugurated will result in a permanent export trade in these commodities.

The Land Bank.

The Land Bank formed for the Union on the lines of the Transvaal Bank has relieved the Department of a great amount of delicate and worrying work previously undertaken by the Cape, Natal and Orange River Colony Departments in connection with advances to farmers for various purposes and the recovery of the same. Experience shows that the granting of loans to farms has often not been very wisely or properly conducted, and the existence of an institution like the Land Bank which deals with the matter on business principles, and is as independent of political influence as it is possible for a state institution to be, is a great help and safeguard, and it is sincerely to be hoped that the practice of making all advances to farmers through it will be continued.

Guano Islands.

Notwithstanding the increase in the price from £5 to £7 10s. 0d. per ton, the demand for guano far exceeds the supply. The consumption is still almost entirely confined to the southwestern districts of the Cape Province. Compared with the prices charged the artificial fertilizers, even in normal times, the guano is very cheap, and it seems strange that such a valuable manure should not be more generally appreciated.

The yield for the year was 7,220 tons, a decrease of over 900 tons on the previous year's yield, but still above the average annual yield.

The average composition of the guano disposed of during the year was nitrogen, 10.47 per cent, potash 1.84 per cent, phosphoric oxide soluble in water 3.2 per cent, phosphorine oxide soluble in citrate solution, 10.42 per cent, total phosphoric oxide, 10.85 per cent. Lime 10.5 per cent.

Brands.

The legislation relating to brands in force in the Union varies in the different provinces, and in Natal there is no Brands Act. The need for uniformity is felt, and is from time to time given expression to by agricultural unions, and there is a unanimous feeling in favour of an extension of the Transvaal Act to the whole of the Union, with such minor amendments as have been found necessary in practice. The Orange Free State and Cape Acts leave the choice of brands, and of their position on the animals to the applicants, while the Transvaal Act limits the choice to such of a series of brands arranged on the three-piece system, as have not already been allotted, and also prescribes the position they are to occupy on the animal.

Under the Transvaal system brands cannot readily be altered, and they are easily registered and traced, as they are capable of being arranged alphabetically in a directory, whereas the Free State and Cape brands may be of any design, even a hieroglyphic, which cannot be reproduced in any particular order, and can in many cases easily be "faked" by any one so disposed. Complaints have recently been made of the increase in the number of stock thefts; a sound system of registration of brands which can be easily recorded and traced should greatly assist in preventing them and in facilitating the recovery of animals that have strayed, and also help the Department in dealing with contagious diseases.

Further a proper system of branding would prevent undue damage to hides, complaints of which have from time to time reached the Department from tanners in Great Britain.

The number of brands registered in the various provinces to March 31, 1916, is as follows:—

Transvaal, 19,377; Orange Free State, 1,486; Cape of Good Hope, 5,472; total, 26,335.

Live Stock.

On the whole owners of live stock experienced a trying time on account of the drought which inflicted heavy losses upon them, and emphasized the folly of keeping more stock than the supply of water and food warrants. Though this is a semi-arid country, and droughts of varying intensity are of frequent occurrence, the lessons taught by them are soon forgotten, and after two or three good seasons farmers proceed on the assumption that droughts are a thing of the past, and that in future each year will be a good one; consequently the farms become overstocked, and no provision is made for the evil day, so when the droughts come, as they are bound to do, heavy losses are sustained, which by a little forethought and prudence might have been greatly mitigated, if not entirely avoided.

During the last decade there has been a striking improvement in all kinds of live stock, including poultry. High-class live stock have been imported into South Africa from time to time since the early days of its settlement by Europeans, but the efforts of the importers were mainly confined to the introduction of the animals, and it was not until towards the close of last century that a few progressive farmers residing chiefly in the southwest and southeast of the Cape Colony and in Natal seriously took in hand the improvement of live stock by good management as well as by importation.

After the Anglo-Boer war, interest in stock breeding increased rapidly, the farmers already engaged in the breeding of pure-bred stock extended their operations, and their ranks were augmented by other enterprising farmers and by wealthy men from the towns and by settlers from overseas, whose knowledge of the points of live stock and their management has proved a great asset to the country.

The efforts of the breeders were seconded by the Governments of the various colonies. The investigations of the Division of Veterinary Research and of the Veterinary Division have resulted in the eradication or control of many of the diseases that inflicted such heavy losses upon stock farmers and rendered the importation of animals from abroad so risky; the adoption of dipping in tick-infected areas and the fencing of farms have also greatly helped to check disease and promote the health of the animals concerned.

The schools of agriculture which have large farms attached to them, and the stud farms established in the Transvaal and Orange Free State after the war, but now discontinued, helped the movement greatly by importing high-class animals of all kinds, and leasing or selling sires to farmers, and also by enabling us to acquire information on the best manner of treating the various breeds of live stock in this country, and in furnishing object lessons to farmers on their management, and providing exhibits at agricultural shows.

The importation of pure-bred live stock from Europe freight free under the mail contract and the importations of live stock by the Governments of the colonies prior to Union have also greatly encouraged the breeding of good stock. The staff of the department, which includes specialists on practically all kinds of live stock, has been very helpful in educating and advising farmers, lecturing, writing bulletins and articles for the press, judging at shows, grading products for export and so forth. The farmers also are organizing themselves and taking steps to promote the welfare of the various breeds they are interested in through the medium of shows, stud book and breed societies, cow testing societies, poultry clubs, egg-laying competitions and egg circles. The development of dairying and the establishment of bacon factories, and the great demand for all kinds of animal products in Europe, which have led to an extension of our export trade, have also naturally given a great impetus to stock farming.

Cattle, both dairy and beef, have improved wonderfully during the past few years, as the milk records of the former and the exhibits of the latter at the leading shows, and the reports from the London meat market indicate, and there are now many very high-class animals in the country, but, as is only natural, a good deal of grading up is still required in the ordinary farm stock, and also in cattle belonging to natives, which if properly developed should be a great asset.

Owing to the activities of the bacon factories pigs suitable for killing have been in great demand, and also pure-bred ones for improving the common stock.

Donkeys for breeding mules have been in request, but the interest in horses has not been as keen as could be wished, the reason being probably that the extension of the railways and the extensive use of motor-cars has to a great extent supplanted light horses and heavy and medium weight horses are not yet much used for farm purposes.

SOUTH AFRICA.

REPORT OF TRADE COMMISSIONER.

(*Mr. W. J. Egan*).

CAPE TOWN, S.A., September 17, 1917.

REPORT OF THE JOHANNESBURG CHAMBER OF COMMERCE ON SOUTH AFRICAN TRADE CONDITIONS.

The Johannesburg Chamber of Commerce have just issued their Commercial Year Book for 1917, which contains a review of trade in 1916. As this office has already reported on the general trade of South Africa for the same period, it may perhaps be interesting to quote the chamber's comments on the mining material, machinery, timber, hardware, electrical, provision and dry goods trades.

The report in part reads:—

Mining Material and Machinery.

"There has been an abnormal demand for stores during the last twelve months, owing to the fact that purchases have been made far ahead of current mine requirements. Merchants are not to-day by any means overstocked, and particularly where steel is required, the prospects of replenishing stocks from Great Britain are not good. Merchants are to be congratulated on having been able to obtain supplies—thanks to the protection given to commerce by our navy—but the position to-day is that most home works are almost exclusively working on War Office requirements, and only absolute essential requirements for the mining industry have any prospect of reasonable deliveries. The War Trade Department in England now appears to be taking control of practically all shipments, and permission is only granted to ship when evidence is given that the goods are actually required for early consumption.

Timber.

"As expected when our last report was written, the cost of timber has been further increased, owing chiefly to freight charges, though in the case of Baltic timber the f.o.b. costs also advanced considerably.

"Great difficulties have been experienced in securing boats to carry timber, even at the high rates offered, as shipowners found they could procure much more remunerative lines. At the same time, stocks of most of the timbers required in the Transvaal have been equal to the demand, though at times there has been a shortage of logs, particularly pitch-pine.

"The risk of chartering at the present abnormal rates of freight are great, but merchants appear to be prepared to take the risk, and it is understood that considerable quantities of all classes are on the water, consigned to South Africa, and that further shipments will be made shortly.

Building Material and Hardware.

"Taking into consideration the cost of materials—which in many cases is more than double that before the war—it is really surprising the amount of confidence shown by investors in going on with building operations.

"The restriction on the exports of corrugated iron from the United Kingdom has rather upset the building trade of late, as this country has had to look to America for supplies; and these have not been forthcoming in anything like normal quantities, and then only at extremely high figures. Consequently, architects and builders are using the locally made tile for buildings that were originally intended to have iron roofs. It is to be hoped that when the war is over the local industries will obtain a far larger share of business than they have in the past. The abnormal conditions obtaining should enable them to place their products on the market and see them firmly established for the future.

The Trade in Electrical Supplies.

"The general feeling in the trade is that, having regard to the year 1916 being the third year of the world-wide war, business has been exceptionally well maintained. Unquestionably, indent orders for the heavier electrical goods suffered, and several important projects were abandoned on account of uncertainty of delivery. But the general volume of business has been on the whole well sustained; nor have the increased costs—due to manufacturing difficulties, extra freight rates and insurance—had any appreciable detrimental effect on the demand for the smaller lines of electrical machinery, cables and wires, and electrical supplies.

"The year's demand may be analyzed as follows:—

"*Mining Houses.*—Well maintained. This was very largely due to the fear of a coming shortage and a desire to accumulate stocks.

"*Government, Municipalities, and General Purchases.*—Some falling off.

"The following analysis shows the total imports of electrical material for the years 1915-16:—

	1915.	1916.
Electric cables and wires.. . . .	£111,789	£237,341
Electrical fittings, including posts.. . . .	182,192	298,064
Electrical machinery.. . . .	178,306	180,493
Total.. . . .	£472,287	£715,898

"These figures include imports from neutral countries.

"In the following table appear the monthly British exports of electrical material to South Africa generally:—

	1914.	1915.	1916.
January.. . . .	£ 50,000	£ 17,500	£ 28,000
February.. . . .	30,000	12,500	25,000
March.. . . .	28,000	23,000	40,000
April.. . . .	42,500	21,000	30,000
May.. . . .	88,000	22,500	30,500
June.. . . .	35,000	30,000	24,500
July.. . . .	27,500	32,500	42,500
August.. . . .	17,000	30,000	58,500
September.. . . .	32,000	41,500	58,000
October.. . . .	33,000	27,500	57,500
November.. . . .	27,500	12,500	59,000
December.. . . .	20,000	20,000	20,000
Total.. . . .	£430,500	£290,500	£473,500

"Probably 20 per cent of these total figures will represent exports to South Africa outside the Union. Making this deduction, it will be seen that the respective figures for the imports of electrical materials into the Union of South Africa for the years 1915-16, are approximately:—

	1915.	1916.
Imports of British goods.. . . .	£230,000	£380,000
From neutral countries.. . . .	242,000	336,000

"The year under review finds itself sharply divided into two well-defined periods as regards competition. During the first six months, when the mines still had the benefit of their large stocks (accumulated in the latter portion of 1915), and there were also considerable stocks available in the town, the competition was quite keen; whereas in the latter portion of the year, with the mining groups once more buying heavily and local stocks becoming gradually depleted, trade was brisk and prices attractive. In this connection there is likely to be extreme difficulty in replacing stocks, and there is at present no indication that the year 1917 will be anything like as favourable from a trading point of view.

"During the year 1916, owing to the several causes previously suggested, there was a general increase in price over the year, as follows:—

	Per cent.
Meghom wires.. . . .	30
Armoured cables.. . . .	50
Motors.. . . .	25 to 30

"There was hardly any appreciable difference in the prices quoted for metal filament lamps during the year 1916, but every indication of a sharp rise in the coming year.

Groceries and Provisions (Wholesale).

"Business during the year has passed much better for merchants than was anticipated, owing to the fairly regular arrival of shipments in the early part of the year. That, however, has been very much altered lately, and shipments have become more and more irregular and uncertain, and this, together with the increased landed costs (caused by the advanced home cost), increased freight, insurance and war risk, in many instances has made the sale of the goods prohibitive. In many cases this has proved a blessing in disguise, as to-day 15 to 20 per cent of the articles formerly imported are being produced in the country, thereby making us less dependent on oversea productions. Although the country still holds fair stocks, yet these are slowly being reduced, and many articles are going quite out of the market owing to the increased cost. Undoubtedly, this constant advance in prices affects the retail more than the wholesale, as the grocer finds it a very difficult matter to obtain the increased prices from the consumer. Wholesale merchants, on the other hand, have been obliged to keep down their prices as much as possible owing to the keen competition. In fact, Transvaal prices will compare very favourably with prices in any other part of South Africa. Wholesale prices, in many instances, are cheaper in Johannesburg to-day than they are at the coast ports, notwithstanding the profit-bearing railway rates. Extreme care, however, should be exercised in future, both in purchasing and giving credit at the present high prices.

Wholesale Soft Goods.

"It is satisfactory to note that the progress made during 1915 has been fully maintained during the year under review. Trade reports from the various country districts indicate that we have passed through another year of general prosperity. This must be attributed to the following causes: The 'full-speed-ahead' policy of the Rand mining groups, the reopening of the diamond mines, the large amount of

money put into circulation in the country districts owing to the prosecution of the war in German East Africa being taken over by the Union Government, and the enhanced prices obtained by the farmers for all classes of agricultural products, more particularly wool and mealies. This relieved, to a very large extent, the tightness of money in country districts, and enabled storekeepers to meet their engagements more promptly than usual, with the consequent result that the majority to-day are carrying stocks in excess of their requirements.

"The Reef trade has been fairly steady during the year, the heavy buying by storekeepers which prevailed during the latter end of 1915, and the regularity with which shipments have come forward this year (thanks to the British Navy), prevented a repetition of the heavy buying which occurred towards the end of the previous year."

RUSSIA IN ASIA.

REPORT OF TRADE COMMISSIONER.

(*Mr. L. D. Wilgress.*)

OMSK, SIBERIA, October 15, 1917.

TRADE CONDITIONS IN SIBERIA.

The outstanding feature of the present trade situation in Siberia is the shortage of nearly all kinds of goods necessary for the requirements of the civilian population. With a view to relieving the congestion at the ports and on the railway, the regulations of the Government concerning the import of merchandise into Russia by private persons have gradually been made more stringent. The marked fall in the exchange value of the rouble has increased the difficulties attending the securing of funds for the payment of purchases abroad. It has therefore become practically impossible to obtain foreign merchandise for ordinary commercial purposes. On the other hand the Russian manufacturers in the industrial districts uninvaded by the enemy are preoccupied with supplying the needs of the army and the civilian population of European Russia, and owing to the lack of raw material and the disorganized transport facilities in the interior, are not in a position to afford much relief to the situation in Siberia. With the approach of winter the shortage of so many necessary articles is becoming serious. The most noticeable features of the majority of the shops are the empty shelves and the general absence of goods to be sold. In many of the Siberian towns the system has been introduced of selling cloth, articles of clothing and other necessary supplies by cards along the same lines along which bread, flour, butter and other provisions are distributed, only a certain amount being permitted to be sold to each person. Business houses for the most part are confining their efforts to preparing for future trade after the war, only doing such business as is practicable under present conditions. Canadian firms desirous of trading with this market should bear these facts in mind and make their plans accordingly. In view of the uncertain political situation, and the increasing financial difficulties of the country, it is difficult to foretell the lines along which trade with Siberia will be conducted after the war. The following tendencies, however, appear sufficiently marked as to deserve mention:—

(1) It is probable that North America will be used to an increasing extent as the source of supply for many of the articles formerly obtained from other countries.

(2) In order to restore the equilibrium of the exchanges, the policy of the Government will probably be to discourage by means of duties, etc., the importation of all such manufactured goods as may possibly be produced within the country.

These two tendencies should have an important bearing on the future trade relations between Canada and Siberia.

INDUSTRIAL SITUATION.

The industrial situation in Siberia is marked by the difficulties with regard to labour. The demands of the labouring classes have been especially felt in connection with the mining industry, and most of the companies have been compelled to curtail their operations. While the position is largely bound up with the political situation, it is nevertheless felt that the present state of affairs cannot continue, and that with the decrease in the demand for labour after the war matters will gradually adjust themselves. On the other hand labour difficulties must be considered an inevitable circumstance of the present position, at least for some time to come. A promising feature is the report that a large amount of foreign capital, especially American, is seeking investment in permanent properties in Siberia. It is stated that United States capitalists are taking advantage of the present low value of the rouble, and the demand for American funds, for obtaining control of the most promising Siberian properties. The investment of American capital in Siberia is regarded as bound to be an important factor in the development of trade between the two countries. On the whole it must be said that Siberians are looking forward to the future with confidence that when once the present difficulties are overcome, the development of the territory will be rapid.

RULES GOVERNING IMPORTATION OF GOODS.

The regulations governing the importation of goods through the port of Vladivostok are gradually being made so strict as to preclude the possibility of the import of private merchandise through this port. The same rules have been established with regard to Vladivostok, as apply to the ports of the White Sea. A certain amount of tonnage has been allotted to each of the Government departments and public bodies concerned with the supplying of goods necessary for the purposes of State defence. A certificate of one of these bodies is necessary in order that goods may be imported through the above ports. These certificates are granted to private importers only in the case of goods which are urgently required for the needs of the State.

With regard to the port of Nicholaievsk-on-Amur, and the mouths of the Ob and Yenisey rivers, the general regulations governing the import of goods into Russia apply, while shippers have to take into consideration the tendency of transport facilities in the interior. The facilities for the importation of merchandise through Nicholaievsk-on-Amur were outlined in a report published in the *Weekly Bulletin*, No. 713, while the possibilities of the northern route to Siberia were discussed in *Weekly Bulletin* No. 680.

The general regulations referred to have recently been revised. A special license issued by the "Foreign Supplies Department" or by the Ministry of Commerce is required for the import into Russia from abroad of all private goods and postal packages not destined for the purposes of state defence, and not enumerated in a special list. Petitions for import licenses are submitted to the Department of Trade and Industry and there examined by a special commission formed for the purpose. A certificate of an authorized public body as to the degree of necessity of the goods in question for the satisfaction of the requirements of the Russian market must be appended to the petition. Permits for the import of goods are valid for a period of four months from the date of issue. Consignments of goods which arrive in Russia, and for which the necessary license has not been obtained, will be liable to confiscation. These regulations, however, do not apply to goods received for dispatch before September 14, 1917.

In addition to the necessity of securing a special permit, importers have to face the difficulties of obtaining funds to pay for their purchases abroad. Applications for foreign exchange are examined by a special commission, and are only granted in cases of goods urgently required. It is usually necessary for private importers to prove the existence of funds abroad to pay for the goods in question. These funds are then ear-marked by the Government for their own use, the importer being allowed an equivalent amount of foreign exchange at the Government rate.

OUTLOOK FOR FUTURE TRADE.

In view of the circumstances outlined above, Canadian exporters cannot hope to do any considerable business with Siberia under present conditions. It is also difficult to make plans for the future by reason of the uncertainty as to what factors are likely to govern the carrying on of trade with this market. An important question to be considered is the extent to which the Germans will probably regain the trade lost to them during the war. As is well known, German goods comprised a large share of the annual turnover of trade in Siberia. Germany had important advantages over other countries in connection with the trade with this market. Among these advantages may be mentioned geographical proximity, enabling German exporters to make prompt delivery and to quote prices franco a Siberian town. Especially important was the adaptability of German manufactures and trade methods to the requirements of the Siberian market. The Germans above all others had a thorough knowledge of the conditions under which business is conducted in Russia. In this connection they were greatly assisted by the large number of Russians from the Baltic provinces, who are of German origin and who form an important element in the business communities of Siberia. These German-speaking Russians naturally have a preference for doing business with German firms and for pushing the sale of German goods. In this way the Germans were able to avoid the mistakes of improper representation, or of wrong trade methods, of which the exporters of other countries seeking business with Siberia have been accused. The above factors should greatly assist the Germans in their efforts to regain the large share of Siberian trade which they formerly held.

Since the outbreak of the war, Swedish, Japanese and United States exporters have secured a foothold in this market. The Japanese are handicapped by the poor reputation for quality, which has been acquired for Japanese goods in general throughout Siberia, and by the policy of commercial opportunism pursued by certain Japanese traders. On the other hand Sweden and the United States should be not only in a position to retain, but also to increase, their respective shares of Siberian trade. Business men are anticipating a greatly enlarged trade between North America and Siberia after the war. Canadian products being similar to those of the United States should also succeed in finding an increasing market in this country, provided Canadian firms adopt the proper methods for trading with Siberia.

Previous to the war Western Siberia was subsidiary commercially to European Russia, and there was but little direct trading with foreign countries. One of the tendencies during the last few years, however, has been the growth of independent wholesale houses, ordering their requirements of foreign goods direct from the country of origin. Included among these houses are several of the foreign firms formerly engaged in the export of butter from Siberia. These firms have been extending their organizations and are now prepared to deal in all kinds of goods for which there is a demand in this market, as well as to undertake the export of Siberian products of various kinds. Certain of these firms have offices in New York in connection with their North American purchases and sales. The names of the principal commercial houses of the above class may be obtained on application to the Department of Trade and Commerce, Ottawa. (Refer File No. 17251.) In Eastern Siberia the position is different, this district being commercially independent of European Russia. The trade in this section of the country is largely in the hands of a few large firms with headquarters in Vladivostok, the names of which may also be had on application.

Establishment of Import Chamber.

As stated above, the future trade policy of the Government will probably be to discourage the importation into Russia of all articles which can possibly be produced within the country. This tendency is reflected in the establishment last month of a Russian import chamber under the auspices of the Ministry of Trade and Industry. The aim of this chamber will be to study and better the conditions of the import of

necessary goods and materials, and the investigation of methods which may assist the limitation of the import of those goods which can be produced in a sufficient quantity in Russia. The manufacture of materials will be encouraged which may assist the direction of imports in the manner most expedient from the point of view of state interests. The attempt will be made to put importers in touch with the producers of import goods, and in general to assist the members of the chamber in the import business.

CHINA.

REPORT OF TRADE COMMISSIONER.

(Mr. J. W. Ross.)

SHANGHAI, October 15, 1917.

REVIEW OF THE TRADE OF CHINA FOR 1916—PART II.

Machinery.

Imports of machinery show a small increase over 1916, but are no greater than in some former years. Notwithstanding all we have heard of China's industrial expansion, there is little proof of this to be observed in the quantity of new machinery or mill equipment being imported. The following is the only classification made by the Chinese Customs:—

Machinery—Imports.

	1913.	1914.	1915.	1916.
	Hk. Tls.	Hk. Tls.	Hk. Tls.	Hk. Tls.
Agricultural.. . . .	113,077	334,279	161,563	207,957
Boilers, turbines, etc.. . . .	658,349	1,047,003	710,887	606,148
For textile manufacturers ..	839,724	2,050,646	1,419,511	1,934,141
For brewing and distilling..	48,518	25,301	24,774	11,517
Miscellaneous.. . . .	3,139,389	5,106,952	2,257,884	3,481,674
Sewing, knitting, etc.. . . .	926,626	600,243	306,253	316,243
	5,725,683	9,164,424	5,080,872	6,557,680

In machinery for textile manufacture, carding, spinning and weaving, Great Britain still leads far in advance of any other country; the same with propelling machinery, boilers, turbines, etc. In general machinery, Japan seems to have taken the position formerly occupied by Great Britain for the time being, and furnished a large portion of the imports of 1916, the United States and Great Britain supplying the bulk of the balance. Of miscellaneous machinery, Canada is given as the source of Hk. taels 95,681 in value during the year.

Electrical Machinery and Fittings.

Electrical machinery and materials show a substantial increase, the figures for 1916 being the highest of any year of which there is a record. Total import of four years being:—

	Hk. Tls.
1913.. . . .	2,407,070
1914.. . . .	2,704,417
1915.. . . .	2,085,039
1916.. . . .	3,568,712

One of the fields of enterprise in which Germany was very active in the days preceding the war was the establishment of electric light installation and the furnishing of machinery and material. The trade was entirely lost to that country in 1915, and

1916 was in favour of Japan, the latter now furnishing nearly 50 per cent of the total imports. The United States doubled its trade with China in this line in 1916, but its quota is far below the amount supplied by Japan. The three countries, Great Britain, United States and Japan, have had practically all of this business of the past two years.

Railway Equipment (not including locomotives, wagons or trucks).

Imports of this class were of fair average amount, the value being Hk. taels 2,000,000, half of which came from the United States. Great Britain furnished in value Hk. taels 606,648, the balance coming from various sources.

Railway Carriages and Wagons.

The above represented a very small business in 1916, the value being only Hk. taels 669,000. The United States, Japan and Russia were the sources of supply. The United States also supplied locomotives to the value of Hk. taels 1,200,000 last year.

Railway Sleepers—Ties.

The demand for sleepers for Chinese railways must ever be annual and constant, not only for new constructions but to replace others which become worn out. The following figures will show the volume of the demand within recent years, which is only a moiety of what must before very long be required. At the present time Japan is able to compete for, and secure this business in face of all competitors. There seems to be an ample supply of timber in the Northern islands of Japan and along the Yala river in Manchuria, which serves very well for the purpose of railway sleepers, and the comparative close proximity of this wood to China and the cheapness of labour, places Japanese shippers in a position to undersell either Canadian or American millers in the China market.

Total Imports.

	Pieces.	Value Hk. Tls.
1913..	1,539,836	1,449,414
From Japan..	1,444,540	—
1914..	2,933,897	2,998,300
From Japan..	2,583,864	—
1915..	1,694,260	1,557,108
From Japan..	1,648,837	—
1916..	1,746,601	1,874,801
From Japan..	1,724,126	—

Comparing quantities with pieces it will be seen that the value of each sleeper was about one tael, or from 75 to 80 cents, Canadian currency, for the laid-down cost.

Softwood Timber.

From customs returns the trade in softwood timber in 1916 would seem to have been very active, the total imports reaching the high figures of 224,404,000 square feet, a volume of trade not heretofore reached in any one year, as far as records go. The most interesting point to be observed in connection with this large timber trade is the amount falling to Japan, and the diminished imports from the United States. The great scarcity of sea-going tonnage for timber cargoes and high freight rates were of course the causes which brought about this reversal of figures.

A study of the following tables of imports for the past four years will give the reader an understanding of the importance of the timber trade of China, to all

producing countries, and the distribution of imports, which increased by 140,000,000 in 1916 over those of the previous year:—

Total Imports and Countries of Origin.

	1913. Sq. Ft.	1914. Sq. Ft.	1915. Sq. Ft.	1916. Sq. Ft.
Russia, land frontier and Pacific ports	6,410,947	4,487,914	2,474,992	9,270,596
Korea	3,244,921	1,344,835	1,576,768	7,477,988
Japan	75,779,553	94,721,108	29,289,169	179,470,366
United States	79,726,376	80,413,431	34,847,656	25,753,626
Canada . . . . .	.....	129,915	2,841,615	1,803,426
All other countries	1,458,059	2,872,655	2,145,121	628,049
Total	166,619,856	183,969,858	73,175,321	224,404,051

Ports of Entry.

The principal ports of entry for this large amount of timber, in quantities of over 1,000,000 square feet, were as follows:—

	Sq. Feet.
Manchouli (Manchuria) Russia timber	2,159,573
Antung	5,414,710
Dairen	4,677,874
Tientsin	7,503,244
Tsingtao	1,431,968
Hankow	130,327,608
Nanking	1,101,454
Shanghai	68,964,863

The small balance to various other ports.

From the above table of imports it will be seen that after several years of absence from this market, Canadian timber is again coming in, in small quantity. This is entirely due to the fact that certain American interests which have for several years been actively operating in China, have also recently established their business in British Columbia, from which source they are now receiving their supplies.

Wheat Flour.

As previously reported from this office a great diminution in the imports of foreign flour has been a marked feature in customs returns for the past two years. Previous to 1914 imports of wheat flour from the United States, Australia and Canada ran into large figures, but since the beginning of the war the high cost of the foreign article, plus the heavy freight charges, were causes, which operating together, have reduced imports to a minimum, and have almost driven foreign flour out of the markets. Following are the figures for the past four years:—

Total Imports—	Piculs or Barrels	Sacks of 49 or Pounds.
1913	2,621,355	1,783,234 — 7,132,936
1914	2,258,170	1,536,170 6,144,680
1915	185,039	125,877 503,908
1916	234,499	159,523 638,092

Here will be seen a falling away of the trade to less than 9 per cent of that of 1913, the year preceding the beginning of the war, and in value by over Hk. taels 8,000,000 or approximately \$6,000,000, Canadian currency. The little that has been coming in is mostly for consumption by the foreign population or for mixing with native flour. As previously pointed out, the almost prohibitive cost of imported flour has greatly stimulated the cultivation of wheat in many parts of China and the erection of new mills throughout the country has rendered China very nearly independent of outside sources; and it is quite unlikely that foreign flour will ever again be received into

China in the quantities prevailing previous to the war. On the other hand it is fairly certain that Chinese flour may ultimately be exported to foreign countries as has been the case with limited quantities this year, and, following in the footsteps of Japan, a large foreign trade is not beyond the realms of probability before many years.

Paper and Cardboard.

The paper trade of China greatly expanded in 1916, the recorded figures being considerably higher than those of any previous year. Two classifications are made in customs returns as follows:—

	1913.	1914.	1915.	1916.
Total Imports—	Hk. Tls.	Hk. Tls.	Hk. Tls.	Hk. Tls.
Quantity and value.. . . .	6,140,494	5,741,094	4,620,140	8,352,680
Value only.. . . .	1,072,488	937,547	1,715,884	1,327,396
Total.. . . .	7,212,982	6,678,641	6,336,024	9,680,076

Many countries contribute towards supplying China with the paper which is required, and as will be seen above, imports—notwithstanding war conditions—are increasing. The principal sources of supply at present are Great Britain, United States, Norway, Sweden, Russia and Japan. The latter country doubled its trade in paper and cardboard with China in 1916 and furnished over 40 per cent of the total imports. The Japanese also control and operate the three largest paper mills in China which are chiefly engaged in turning out news prints. Germany and Austria had a fair proportion of the trade previous to 1914, Canada has not as yet made any effort to exploit the China markets for paper, being too busy elsewhere; in the meantime other countries, particularly Japan, are establishing a firm footing in the trade.

A very full report upon the paper trade of China has been made from this office and published in the *Weekly Bulletin* of August 14, 1916—No. 655. This report has been quite extensively copied in Commercial Attaché and Consular reports, and in other trade journals since its appearance in the *Weekly Bulletin*.

Hardware.

There is no special classification for hardware in Chinese customs returns, all being classed as manufactures of iron and steel n.o.e. It may be pointed out that the classes of hardware imported into China do not differ from those of any other market. There are no lines made specially for the China trade, and while English patterns may differ slightly from those of the United States; in the main they are practically the same. China is not a great market for specialties such as are in vogue particularly in connection with the building trade, in Canada and America. A certain demand exists in Shanghai for high-class building hardware, but the yearly turnover of this trade is never very great.

It is quite impossible from customs returns to give any reliable figures of the value of imports of hardware into China, as it is not classified under any one heading. It may be stated, however, that the trade in many lines of small articles is increasing; particularly in the large centres; but with the great masses of the people scarcely any imported hardware is in use. Native houses are constructed in many cases without even the use of nails, and the only foreign article to be seen is the glass in the windows. However, with the increase of houses built in the foreign style, and in the manufacture of furniture; and in the treaty ports and large cities an increasing demand for hardware must follow, but as yet the trade, considering the extent of the market is very small.

Machine Tools.

Imports of machine tools remained at practically the same figure as those of recent years, amounting in value to under 11k. taels 100,000, of which Japan supplied 50 per cent, the United States 25 per cent, Great Britain 10 per cent; the balance from different other countries.

Enamelled Ware.

A detailed review of the trade in enamelled ware for four years will follow, in order to show in what manner Japan has been able to take advantage of war conditions in this market, and to replace with its own the manufactures of Europe in this important line of imports.

Total Imports in Value—Countries of Origin.

	1913. Hk. Tls.	1914. Hk. Tls.	1915. Hk. Tls.	1916. Hk. Tls.
Germany.. . . .	127,476	93,770	775	1,068
Austria-Hungary.. . . .	691,138	321,603	212	—
United States.. . . .	3,373	21,894	11,669	14,477
Japan.. . . .	60,087	201,077	271,909	485,491
Hong Kong.. . . .	168,024	153,698	154,718	129,033
Great Britain.. . . .	29,257	66,280	9,415	17,424
All other countries.. . . .	74,580	33,935	17,473	11,186
Total.. . . .	1,153,935	892,257	466,171	658,679

Japan is thus seen to have increased its trade in this line eight times within the past three years. The imports through Hong Kong were also probably nearly all of Japanese manufacture, for nothing of this kind is produced in the colony. The class of enamelled ware which is in demand in China is probably the cheapest kind obtainable and consists chiefly of washbasins, jugs, cups and plates. A very small quantity of Canadian manufacture was imported last year, but the quality is too high, and consequently the cost is much above that of the Japanese article.

Paints and Paint Oil.

Notwithstanding the war, the trade in paints and paint oil kept well up during 1916. The total imports being slightly in advance of those of any previous year. The figures are as follows:—

	Hk. Tls.
1913.. . . .	870,883
1914.. . . .	1,037,574
1915.. . . .	1,290,098
1916.. . . .	1,503,024

Great Britain in spite of war conditions has held its share of the trade fairly well, and in 1916 furnished 40 per cent of the total imports. The balance was nearly equally divided between the United States and Japan. The latter has increased its trade with China in paints and oils three-fold since 1913. Canada furnished last year in value Hk. tls. 7,417 or about \$5,000 Canadian currency.

Aniline Dyes.

The transformation of the trade in aniline dyes and artificial indigo of the past two years is of unusual interest, showing that with imports—when compared with former years—almost nil, great quantities of those dyes were available for export to other countries. The only conclusion is that vast stocks of those materials must have been held in China previous to the outbreak of the war, to enable China not only to meet the requirements of her own people but also to supply an overseas demand.

The following figures are of interest:—

	1913. Hk. Tls.	1914. Hk. Tls.	1915. Hk. Tls.	1916. Hk. Tls.
Imports in value.. . . .	5,427,345	3,321,076	470,903	490,367
Re-exports	25,525	36,105	2,838,286	2,140,304

Artificial Indigo.

	1913. Hk. Tls.	1914. Hk. Tls.	1915. Hk. Tls.	1916. Hk. Tls.
Imports in value.. . . .	9,641,283	10,396,654	4,142,357	431,419
Re-exports	8,126	24,718	6,428,648	474,644

In 1914 large quantities of this dye came in, nominally from Belgium, and some from France; but were without doubt of German manufacture. In 1915, supplies from Belgium were still being imported, and a further quantity also came from France. The trade came almost to a standstill in 1916, both for imports and exports, and dwindled to the figures recorded above. Stocks at the present time in Shanghai are nearly exhausted and natural indigo is again being made use of by the cloth dyers.

GREAT BRITAIN.

REPORT OF ACTING TRADE COMMISSIONER.

(Mr. Harrison Watson.)

LONDON, England, November 8, 1917.

FIELD CROPS OF ENGLAND AND WALES, 1917.

The following statement was issued by the Board of Agriculture and Fisheries yesterday morning:—

Agricultural Returns of England and Wales, 1917—Produce of Crops.

PRELIMINARY STATEMENT showing the Estimated Total Produce and Yield per acre of the Corn, Pulse and Hay crops in England and Wales, in the year 1917, with comparisons for 1916, and the average yield per acre of the ten years 1907-1916.

	Crops.	Estimated Total Produce.		Acreage.		Average Estimated Yield per Acre.		Average of the Ten years.
		1917.	1916.	1917.	1916.	1917.	1916.	1907-16.
England and Wales.		Quarters.	Quarters.	Acres.	Acres.	Bushels.	Bushels.	Bushels.
	Wheat.....	7,164,649	6,835,408	1,918,485	1,912,208	29·88	28·60	31·40
	Barley.....	5,539,514	5,180,926	1,459,888	1,332,076	30·36	31·11	32·44
	Oats.....	10,866,765	10,410,993	2,258,817	2,084,661	38·49	39·95	40·03
	Beans.....	436,310	862,377	203,399	228,586	17·16	30·18	29·40
	Peas.....	276,895	260,105	162,962	85,266	21·51	24·40	25·68
		Tons.	Tons.			Cwts.	Cwts.	Cwts.
	Seeds Hay*...	2,405,468	2,898,804	1,681,899	1,762,699	28·60	32·89	29·51
	Meadow Hay†...	5,149,537	5,938,786	4,794,213	4,825,988	21·48	24·61	23·18
		Quarters.	Quarters.			Bushels.	Bushels.	Bushels.
England.	Wheat.....	6,954,184	6,657,781	1,854,870	1,862,211	29·99	28·60	31·49
	Barley.....	5,198,744	4,849,962	1,364,722	1,244,639	30·48	31·17	32·55
	Oats.....	9,812,408	9,412,818	2,012,627	1,862,489	39·00	40·43	40·55
	Beans.....	432,741	858,835	202,331	227,612	17·11	30·19	29·41
	Peas.....	275,392	259,014	102,374	84,847	21·52	24·42	25·69
		Tons.	Tons.			Cwts.	Cwts.	Cwts.
	Seeds Hay...	2,184,070	2,647,113	1,504,255	1,581,615	29·04	33·47	29·97
	Meadow Hay...	4,623,735	5,325,150	4,246,066	4,270,042	21·78	24·94	23·55
		Quarters.	Quarters.			Bushels.	Bushels.	Bushels.
	Wheat.....	210,465	177,627	63,615	49,997	26·47	28·42	27·71
Wales.	Barley.....	340,770	330,964	95,166	87,437	28·65	30·23	30·73
	Oats.....	1,054,357	998,175	246,190	222,172	34·26	35·94	35·21
	Beans.....	3,569	3,542	1,068	974	26·73	29·09	27·47
	Peas.....	1,503	1,091	588	419	20·45	20·83	22·55
		Tons.	Tons.			Cwts.	Cwts.	Cwts.
	Seeds Hay...	221,398	251,691	177,644	181,084	24·93	27·80	25·76
	Meadow Hay...	525,802	613,636	548,147	555,946	19·18	22·08	20·26

* Hay from clover, sainfoin, and grasses under rotation.

† Hay from Permanent Grass.

NOTE.—The total production of wheat in England and Wales in 1917 is estimated at 7,164,649 quarters, or 330,000 quarters more than last year; and the yield per acre, 29.88 bushels, is $1\frac{1}{4}$ bushels greater than in 1916, though $1\frac{1}{2}$ bushels below the average of the ten years, 1907-16. Although the yield per acre of barley is three-fourths of a bushel smaller than in 1916, the total production, 5,539,514 quarters, is 360,000 quarters greater, owing to the increased area under this crop. The total production of oats, 10,866,765 quarters, is 450,000 quarters more than in 1916, and the largest crop since 1907. This large crop is due to the increased area, as the yield per acre is $1\frac{1}{2}$ bushels less than a year ago, and about the same amount below average. Beans are a very poor crop, and are the smallest crop recorded since 1885, both in total production and yield per acre. Peas are rather more satisfactory, and the total production is slightly greater than last year, but still much below normal.

The total production of hay from clover and rotation grasses is 2,405,468 tons, or nearly 500,000 tons less than the large crop of last year. The yield per acre, 28.60 cwt., is $4\frac{1}{4}$ cwt. lighter than in 1916, and nearly 1 cwt. below average. The total production of hay from permanent grass, 5,149,537 tons, is also less than in 1916, by some 800,000 tons; the yield per acre in this case being rather over 3 cwt. less than last year, and $1\frac{3}{4}$ cwt. under average. Taking all kinds of hay together, the total production is 7,550,000 tons, which is 1,280,000 tons less than last year, but nearly 1,000,000 tons more than the total production in 1915.

The estimate of the hop crop was issued on the 15th ult.; the returns of the production of potatoes and roots are collected at a later date, and will be issued subsequently.

Board of Agriculture and Fisheries,
3 St. James' Square, S.W. 1,
November 6, 1917.

AUSTRALIA.

REPORT OF THE COMMERCIAL AGENT FOR NEW SOUTH WALES.

(*Mr. B. Millin.*)

SYDNEY, N.S.W., November 1, 1917.

TRADE OF NEW SOUTH WALES.

Although the great strike was officially declared "off" by the union controllers some weeks ago, business is only just settling down to normal. This was chiefly caused by the recalcitrant members of the seamen's union who refused to consider their case as lost, and, consequently interstate shipping has been partially held up. Merchants and manufacturers found themselves unable to despatch orders which had accumulated for the last ten weeks but this difficulty has now been overcome and commercial affairs are proceeding as usual.

The outlook is decidedly more cheerful than was the case a month ago. The sessional prospects are particularly gratifying, good rains having fallen over the largest portion of the state.

All sections of the import markets are very firm, sellers being difficult to find, even at high prices.

Movements on the stock exchange lately have been in the direction of higher prices.

The wool appraisements which have been held up for some months have at last been fixed. The first appraisalment is fixed in the Sydney market for the 5th November when 50,000 bales will be dealt with and the payments for same will be the means of brightening business very considerably.

The overseas imports into New South Wales during the last three months have been:—

These imports included gold, £98,000, as compared with £101,262 in the corresponding quarter of last year.

The New South Wales exports for the two months of July and August were £5,930,013, as compared with £5,491,362 in the same months of last year.

Although the dearth of shipping largely accounts for the decrease in the imports as shown above, they were also very materially affected as the result of the late disastrous strike. It is also safe to say that had it not been for the latter happening exports would have shown a very much greater increase.

REPORT OF COMMERCIAL AGENT.

PORT-OF-SPAIN, October 22, 1917.

Thanks to its geographical position, the transit trade of Trinidad is an important one, although this has fallen off to a certain extent during the progress of the war. It amounted for the year ended December 31, 1916, to £762,419, but in looking through the countries of origin of the goods transhipped, I am sorry to note that Canada figures for practically a negligible quantity. On the other hand the United States appears to advantage under most of the headings, e.g.:—

In this connection I find on making further inquiry that so far as the United States is concerned the trade is facilitated by the Trinidad line of steamers, which run every ten days or so to and from New York. This line is owned by the Trinidad Shipping and Trading Company, Ltd., of Trinidad, New York and Glasgow, a justly popular firm which does everything possible to encourage intercourse with the States. They have made arrangements by which through bills of lading are issued from New York to Ciudad Bolívar and other ports on the Spanish Main, the transshipment being effected here. Taking flour as the principal item, I find that the through rate of freight to Ciudad Bolívar is for half barrels 65 cents and barrels \$1.25. The greater part of the trade to Bolívar and the upper reaches of the Orinoco is done by the river

boats of the Navegacion Fluvial y Costanero de Venezuela, which ply regularly to this port, and have a monopoly of the use of the delta of the Orinoco through which a passage, always calm, is obtained from Trinidad until the main river of the Orinoco is reached, about 100 miles from its main outlet.

Of course, under present conditions of shortage in tonnage the contract steamers from Canada have more than they can do to carry the urgently needed supplies to the contract ports in the British West Indies, but with the cessation of hostilities the question will be one that should not be overlooked and it is well to be prepared beforehand to embrace any new trade opportunities that may offer.

CANADIAN FIRMS SHOULD ANSWER LETTERS PROMPTLY AND FULLY.

In his report of November 13, 1917, Mr. Harrison Watson, Canadian Trade Commissioner, London, writes as follows:—

“It is clear that, owing to lack of means of ocean transportation, United Kingdom import restrictions, and the increasing Government control over the importation and distribution of supplies of all kinds, actual transactions in most lines of Canadian exports are practically impossible at the present time. Upon the other hand, it is a favourable time for propaganda work.

“Owing to complete trade dislocation resulting from the war, it is necessary to seek new sources of supply of most articles, and this important subject is now receiving attention from both public bodies and business firms. As, in addition, there is a very strong desire to obtain these supplies from within the British Empire, and indeed to increase inter-Imperial trade relations of all kinds, Canadian producers, manufacturers, and shippers should be urged to take the fullest advantage of the opportunity.

“While it is apparent that under present circumstances the work of the Trade Commissioner service in Great Britain must necessarily be mainly confined to spreading a better knowledge of Canada's resources with a view to trade after the war—and this is even more the case in the provinces than in London—the Trade Commissioners, aware of the keen desire of Canada to increase and develop export trade, inform inquirers that Canadian shippers propose making every effort to increase their export trade, and while it is obvious that actual business is impossible at the present time they urge United Kingdom importers in the meantime to initiate correspondence with Canadian houses, so that information can be supplied and arrangements negotiated which will make definite transactions possible when the war ends.

“For this reason Canadian exporters are urged to make a special effort to reply a little more fully to letters of inquiry addressed to them by potential customers in this country, as a means of getting hold of connections which should be valuable later on, this more particularly as it is so frequently brought to the notice of Trade Commissioners that firms in all parts of this country who have been supplied with the addresses of Canadian houses are greatly disappointed at the results of letters which they write to Canada and the meagre information supplied, in comparison with the response which they receive from other countries to which similar inquiries have been addressed.

“Although persons who are fully aware of the situation which has been existing in Canada for some time past, whereby the complete energy of manufacturers, shippers, and producers has been directed to furnishing war material and supplies for the Allies, will appreciate that Canadian business houses have had little time to attend to anything else, the majority of firms in this country are unaware of this position, and attribute delay, and even failure, to reply to letters to a lack of interest and cordiality. It is obvious that a prompter and fuller response to applications for information would materially assist the efforts of the Trade Commissioners in this country to attract attention to Canada's great resources and trade possibilities”

ARGENTINE LAW REQUIRES HARDWOOD SLEEPERS.

(Consul General W. Henry Robertson, Buenos Aires, United States Commerce Reports.)

Article No. 21 of Argentine Law 5315, commonly known here as the "Mitre Law," provides that all ties to be employed on the railroads of the Republic shall be of hardwood of the country. Prior to the passing of this law tracks were laid on what are called pot sleepers, but these now have been replaced largely by hardwood of Argentina.

ATTITUDE OF THE STATE RAILWAYS.

The general manager of the Argentine Central Railway, one of the leading lines of the country, states that out of a total of 5,839 kilometres of running line, 792 are laid on steel sleepers, 4,825 on wooden ties, and 222 on cast-iron pots. The steel sleepers, he says, were either already in the track or were in stock at the time the "Mitre Law" came into force. It is declared that the State railways have never made use of steel railway ties, since the Government always has been inclined to favour the native quebracho Colorado sleeper.

Any future market for metal railroad ties must depend largely upon a change in the Government restrictions and on comparative prices of the ties from other countries. All contracts of any size for supplies for the British railways in Argentina, which are by far the most important, must be made through their head offices in London and invariably are passed upon there by the consulting engineers or the heads of the material department.

RELATIVE COST OF METAL AND WOOD.

An expert says that metal sleepers cost more than the quebracho sleeper and are worth less to a railway company, since their life is not so long, especially in districts where the soil is of a corrosive nature, this condition obtaining largely among the railway systems here. The claim is made that the only advantages the metal sleepers have over wooden ones are that in arid, sandy districts their concave underside enables them to stand up better, as the sand cannot "pump" out, and that the fastenings are always superior to the spike or screw spike and can be made to hold the rail against "creep."

The disadvantages of metal sleepers are higher cost, corrosibility resulting in shorter life, susceptibility to damage from derailed stock, fixity of gauge which prevents the easing of gauge on curves, and with most types it takes longer to lay them. This does not apply to certain 100-pound types.

The railways are said generally to hold at present large stocks of quebracho sleepers, although constructions are for the moment suspended on account of poor business conditions. One railroad has nearly 300,000 quebracho sleepers ready for use. Although the Government normally does not permit the use of metal sleepers, but stipulates the use of native hardwood, in times of scarcity and rush construction special permission has been granted for the use of imported sleepers, both metal and wood.

EVAPORATED POTATOES IN HOLLAND.

Mr. Ph. Geleerd, Acting Canadian Trade Commissioner, Rotterdam, Holland, sends the following information regarding the evaporation of potatoes in Holland:—

“Potato growing is one of the most important branches of agriculture in Holland. The annual production amply provides for the wants of home consumption and leaves a large surplus for factory purposes and export. In 1915 the total production amounted to 44,663,000 hectolitres (122,823,250 bushels); the potato growing area was 177,074 hectares (437,567 acres), the average yield per hectare being 252 hectolitres (280 bushels per acre). The quantity of potatoes exported from Holland was 240,028 tons.

“This year’s potato crop is very good both as to quantity and quality. In order to prevent speculation and to protect the consumer the Dutch Government has taken over the 1917 crop, allowing each farmer a certain amount for his own use and permitting the potato flour manufacturers to start the “campaign” on a limited scale. Potatoes are now distributed to the public through the ticket system at maximum prices fixed by the authorities, 4 kilogrammes per head per week at 6 cents per kilogramme (2½ cents Canadian per 2.204 pounds).

“Some years ago the drying of potatoes was commenced on a small scale in this country, but so far the dried product has been sent abroad and not consumed here.”

CONSUMPTION OF FOODS IN NEW SOUTH WALES.

FROM REPORT OF COMMERCIAL AGENT.

(*Mr. B. Millin.*)

SYDNEY, November 1, 1917.

The consumption of meat in the state has considerably decreased during the last few years. According to the state statistician the meat consumption last year was under 182 pounds per head, and that was 67½ pounds less than the year 1909. The consumption of potatoes was also 31¾ pounds per head less. It is certainly striking that in the former case there should be a reduction of 27 per cent and in the latter a reduction of 20 per cent. That higher prices have resulted in less waste is doubtless true; but the statistician also appears to regard the standard of living as lowered. Side by side with these reductions there was actually in the seven years’ comparison increased consumption of flour, sugar, butter, jam, milk, and tea, and thus it would appear that the foods of the women and children were consumed in larger quantities, while the food of which men are the largest consumers—which certainly include meats—declined.

He considers that the absence of so many young and vigorous men on active service affected the comparison, although it did not wholly account for the big decreases in meat, potatoes and bread.

The advance in meat prices has been a more potent factor, and it appears that more fish and rabbits—which are not included in the meat records—have been absorbed.

The consumption of intoxicants also shows a decrease.

NEW USE FOR RABBIT SKINS.

Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, forwards the following clipping from the *Herald*, Melbourne, which appeared on Saturday evening, October 13, 1917:—

BOOTS FROM RABBIT SKINS.

Rabbit skins are largely used for the manufacture of cheap furs, but they have never been made use of on any large scale as boot leather. Years ago it was proved in Germany that the manufacture of boots from the skins of rabbits was possible, and now French tanners are devoting their attention to the preparation of the skins for the boot industry.

The Paris correspondent of the *Financial Times*, writing when the Minister for War and Commerce in France had regulated the manufacture of boots according to official models and types, to be sold at fixed prices, said that at a time when the price of leather had risen to an unprecedented figure it was interesting to note that an attempt was being made to tan the skins of rabbits for boot leather. Many attempts had been made with that end in view, but, probably because the method of tanning did not give satisfactory results, these attempts were ultimately abandoned.

The correspondent gave interesting particulars of experiments made in France many years ago. He added: "The first known attempt to convert rabbit skins into shoe leather appears to have been made some sixty years ago by a Frenchman, a M. Fraisee, who was a chemist at Graulhet, in the district of the Tarn. He discovered a method of removing the hairs without injuring the skin, and after tanning several skins gave them to the village shoemaker, who manufactured several excellent pairs of boots. As a commercial speculation M. Fraisee gave up the idea when he found that it required two rabbit skins to make a pair of boots. In this the worthy chemist was wrong, for rabbit skins were then to be had at twopenée each, and the waste product could have been sold to glue manufacturers and others."

What France failed to do Germany did, for the sequel was that long after a traveller for a German firm of "London made" ladies' tailor jackets heard of the system from a descendent of M. Fraisee, and bought the papers dealing with the method of tanning for a few francs. This German, a man named Oppenheim, succeeded in interesting a number of Silician manufacturers. A company was formed and experiments were carried out with that scrupulous method which is one of the characteristics of the Germans. Two hundred and fifty pairs of boots made from rabbit skins were given to "volunteer" wearers, who were asked to report after six months' wear. The reports were so satisfactory that in 1908 at the Breslau Agricultural Exhibition the jury awarded a special mention to an exhibit of farmers' field boots made from rabbit skins by this company. It was stated that a pair of strong boots made from rabbit skins could be sold at a profit of 33 per cent at 8s. a pair.

Now this method of dealing with the skins has been taken up by several tanners at Annonay, France, with a view to the manufacture of leather for the rougher kinds of gloves and for shoes. The correspondent states that the results will be watched with interest by people who have to pay 30s. for a pair of boots that would have been sold before the war at half that price.

MARKET FOR COOPERAGE STOCKS IN FRANCE.

(United States Commerce Reports.)

The difficulties and inconveniences that are now experienced in maritime transportation, with the resultant effect upon imports, have produced a general dearth of cooperage stock in the southwestern part of France. This is one of the chief wine-producing regions of the world. It requires great stocks of oak barrel staves and iron hoops for the construction of containers to take care of the annual production of high-grade wines. These are exported from this region at all times during the year, both by rail and by boat.

STEPS BY GOVERNMENT TO PROVIDE SUPPLY.

The Government, through the Ministry of Agriculture, is taking steps to meet the requirements. The first arrangements that have been made are those relative to the supply of iron hoops. The Bordeaux journal *La France de Bordeaux et du Sud-Ouest*, a daily paper, states:—

“With a view to giving satisfaction to a wish expressed by the General Council of the Department of the Gironde, on the subject of the importation of barrel hoops necessary to the production of wine containers, the Minister of Agriculture has intervened.

“On the recommendation of the Minister of Armament, the Interministerial Commission for Metals has taken up for consideration the needs of the wine producers, and until further notice, as a means of providing the metal necessary for the manufacture of the hoops, there have been reserved to the Ministry of Agriculture some 490 tons per month, to be obtained from the contingents of steel allotted to France by the British Government. Inquiries relative to the furnishing of hoops must be transmitted in the usual form to the Ministry of Agriculture (office of agricultural information), at Paris.”

IN TOUCH WITH AMERICAN SHIPPERS.

Although this pertains only to the furnishing of iron hoops, it is believed that some action will soon be taken with regard to the supplying of barrels and barrel staves. On a number of occasions during the past few months the Bordeaux consulate has assisted in placing local buyers of wine-barrel stocks in touch with American shippers, and the reports from these efforts are encouraging. One house has sent an agent to the United States to make purchases for the members of a wine producers' society.

The desires of the local trade are for oak staves, shipped as shooks, so that they may be compactly loaded. The oak is a wood which gives little or no taste to the wine, regardless of the length of time it is stored. Considerable quantities of such staves were formerly imported from American lumber houses, but with that source no longer supplying the desired quantities, even old barrels are sold at a premium.

COMMERCIAL ACTIVITIES OF THE AUSTRALIAN GOVERNMENT.

In his report of October 16, 1917, Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, writes:—

“In a statement made by the Prime Minister on September 26, the approximate value of the commodities handled by the Commonwealth Government during the last fiscal year were:—

Butter.. . . .	£ 8,500,000
Hides	2,760,000
Leather.. . . .	3,500,000
Boots and shoes.. . . .	4,500,000
Rabbits.. . . .	1,500,000
Rabbit skins.. . . .	600,000
Hops.. . . .	110,000
Wheat	30,000,000
Coal.. . . .	192,600
Ships.. . . .	2,052,000
Metals.. . . .	15,000,000
Fruit.. . . .	262,000
Sugar.. . . .	8,000,000
Wool.. . . .	25,340,540
Total.. . . .	£102,317,140

“Wheat, wool, metals, and some other lines were chiefly manipulated on account of the Imperial Government, which purchased these commodities. It was, admittedly, open to argument whether boots and shoes are under the direct control of the Government, but the other items were dealt with on a business basis.”

TREATY WITH PORTUGAL NOT BINDING ON CANADA.

With reference to the notice on page 512 of *Weekly Bulletin* No. 710, respecting the British commercial treaty with Portugal, it is announced that the treaty with Portugal is cancelled on and after December 1, 1917, Canada having withdrawn its adhesion to the Anglo-Portuguese commercial treaty of 1914, as the Portuguese Government did not concur in the conditions upon which adhesion to the treaty was given.

The provisions of the French treaty, 1907, therefore do not now apply to the natural and manufactured products of Portugal and adjacent islands (Madeira, Porto Santo, and Azores).

MARKET FOR IMITATION LEATHER IN SOUTH AMERICA.

Argentina.

(*Vice-Consul S. Reed Thompson, Rosario, United States Commerce Reports.*)

Imitation leather is used at Rosario in the manufacture of suit-cases and travelling bags, for furniture and coach upholstery, and to a lesser extent in the bookbinding trade. The existing demand is not large. A manufacturer of trunks and travellers' goods, probably the largest local importer, states that a certain American

sample which was offered him for examination is a much finer grade than is used in the suit-case trade. He has furnished three samples of types which are employed in his business.

Sample No. 1 is a very ordinary light fabric used in the manufacture of cheap suit cases, valises, school bags, etc., which have a showy appearance and are popular among the poorer classes. This grade is imported from Italy in rolls of 1.2 metres width (3.94 feet), and costs the importer 22.5 cents per metre length (3.28 feet) placed in Rosario.

Samples Nos. 2 and 3 are used in much smaller quantities and are purchased from Buenos Aires importers. These grades are sold in widths of 1.4 metres (4.59 feet) at \$2.50 Argentine paper (\$1.06 United States gold) per metre length.

DEMAND NOW LIGHTER THAN BEFORE WAR.

Any desired colour can be obtained, although the brown or tan is chiefly in demand. In normal times this firm imports from 3,000 to 4,000 metres (9,842 to 13,123 feet) annually of the No. 1 grade, but at present no reliable figures can be obtained. The demand, however, is much lighter than before the war. Other concerns using imitation leather whose needs are smaller buy from importers and commission houses at Rosario or Buenos Aires. A large hardware and implement house states that it purchases through its New York agents imitation leather of different grades, some finer and some cheaper than the American sample already mentioned. Its imports from the United States come in bales of 50-inch width and range in price from 25 cents a yard for the cheapest to 56 cents for the finest. This house buys from 100 to 150 bales of different grades.

Imitation leather is imported from Italy, the United Kingdom, and the United States. Before the war Germany had a good share of the trade. Italian imports lead at Rosario.

The necessity of sending out a representative cannot be too strongly urged if American manufacturers wish to compete with Italian firms whose travelling men already have a good hold on the market. German houses invariably sent representatives. Where this is impracticable, however, an agency may be placed with merchants or commission men. An agency at Buenos Aires would be able to take care of this territory as well, especially if the representative is a large house having connections throughout this district.

PROVISIONS OF THE ARGENTINE TARIFF.

The Rosario customs officials state that imitation leather would be classified under paragraph 2514 of the Argentine import tariff, and is subject to a duty of 25 per cent, to which must be added the regular surtax of 2 per cent assessed on all imports the duty on which is 10 per cent or over, and a special additional surtax of 5 per cent recently voted and in force until December 31, 1917, assessed on imports the duty on which is more than 20 per cent.

This duty of 32 per cent, including surtaxes, is collected not on the actual or invoice value, but on the "aforo" or officially fixed valuation for customs purposes, which for the articles classified under paragraph 2514 is 70 gold centavos (67.5 cents) per kilogramme (2.2 pounds). The stick or pole upon which the roll may be formed is included in the weight. This makes the duty equivalent to a specific rate of 9.8 cents per pound. In addition to the import duty the Argentine tariff prescribes certain official charges for customs handling, storage, and statistics, which amount to a little less than 1 per cent of the value of merchandise. The duty and charges apply to imitation leather imported from all countries, as there are no preferential or conventional rates.

CREDIT TERMS IN THE LOCAL TRADE.

Italian and English firms grant ninety days from the arrival of goods, which are the usual credit terms at Rosario and acceptable to the leading houses. German firms formerly granted 120 days. Cash payments are often made in dealing with American houses, and in that case a discount of 1 to 2 per cent is given.

The samples of imitation leather from the Argentine market that are forwarded with this report come in rolls of 25 metres (82 feet) length, securely packed in wooden cases. An English article is imported in rolls of 11 yards length. The American article comes in bales of 10 metres (32.8 feet) length, packed in wooden boxes containing from 20 to 25 bales. Dealers here desire c.i.f. quotations if practicable, although f.o.b. New York may be quoted, especially to the larger houses. Goods may be transhipped at Buenos Aires for Rosario importers.

Brazil.

(Consul Carl F. Deichman, Santos.)

Imitation leathers as raw material have not yet been introduced in the Santos market, but in view of the present high prices and scarcity of real leather the time seems propitious for the introduction of substitutes. The success of an artificial leather here will depend upon the closeness of its resemblance to leather, its durability, and the price at which it can be sold.

The best method of introducing new lines is to grant an exclusive agency to some large importing firm in each of the principal commercial centres, such as Rio de Janeiro and Sao Paulo, these firms in turn to work through subagencies in the smaller towns.

General advertising in the newspapers and periodicals has not the same value in selling goods in Brazil that it has in the United States. For an article such as imitation leather, the sale of which would be principally to factories and shops, a generous line of advertising literature (in Portuguese for Brazil), with samples, should be supplied to the firms to which agencies are granted. They would distribute them among subagencies and prospective customers.

USE OF LOCAL PUBLICATIONS.

The matter of advertising in local publications should be left to the discretion of the firms that have the agencies. The commission to be paid is a matter to be arranged between the exporter and importer. It is usually 5 per cent and upward, according to the nature of the goods to be sold.

Import duties on this class of article would be about 34 cents a pound, the amount fluctuating with the rate of exchange for local currency.

The usual terms of credit are sixty to ninety days from receipt of invoice, although recently some of the larger importing houses have been paying cash on receipt of goods.

Artificial leather would not require as strong packing as goods liable to breakage or other damage. It should be put up in bales or bundles, wrapped with burlap, and securely bound.

Paraguay.

(Consul Henry H. Balch, Asuncion.)

Practically no imitation leather other than ordinary oilcloth is sold in Paraguay. Several local dealers were recently supplied by a New York house with samples of such material for automobile coverings, but very little demand has developed. Through per-

sonal inquiries of Asuncion business houses, during which a sample of certain imitation leather of American manufacture was shown, it was learned by the American consulate that a market might be developed for its use as an automobile covering, in upholstery, shoe manufacturing, bookbinding, and the manufacture of trunks and suit cases to a limited extent. It is doubtful, however, if there would be sufficient trade to justify sending a special representative. The trade probably could be more easily developed through one of the local firms.

Credit is an important item. Before the war merchants rarely ever paid cash for goods. Credits of three to twelve months frequently were granted to importers. Interest of about 6 per cent per annum usually was paid.

TRADE MARKS AND PATENTS.

Trade marks are not protected in Paraguay without registration. Any person may register a manufacturer's trade mark, thereby depriving him of the right to sell his goods under his own mark. There is no general law protecting patents. A special Act of Congress is necessary for each patent. Imitation leather does not appear under any heading in the Paraguayan tariff. It would probably be admitted as oilcloth for upholstering under item 3185, which provides a duty of 42 per cent ad valorem on an arbitrary valuation of 80 cents gold per kilogramme of 2.2 pounds, including the weight of the stick upon which rolled. Considerable advertising is done through the local newspapers; there is practically none by means of street-car signs, billboards, etc.

British Guiana.

(Consul George E. Chamberlin, Georgetown.)

Imports of imitation leather into British Guiana amount to only 1,200 to 1,500 yards per annum. It is used chiefly for carriage and automobile tops and upholstering. All that is found in the market is black and of three grades, costing at wholesale 65 cents, \$1, and \$1.25 per yard. None is manufactured in this district, and practically all is received from the United States. There are only two importers of the product, and both purchase on sixty days' open account or will pay cash in New York, as preferred.

Imitation leather has never been advertised in this colony, and it is possible that its consumption could be somewhat increased if such a course were adopted, but the market is small and it is doubtful if an advertising campaign would be profitable.

The customs duty on this material is 16½ per cent ad valorem. The usual packing for export is sufficient for this port, as all goods are discharged direct to covered wharves. The usual commission for local commission agents is 5 per cent.

BRITAIN, GERMANY AND THE UNITED STATES IN LATIN-AMERICAN MARKETS.

(Kelly's Monthly Trade Review.)

In our last issue we dealt with the general question of Latin-American trade, its value to British manufacturers and its many opportunities, the prospect of keen competition immediately following the declaration of peace, instancing in some cases the keen competition with British products already in existence, resulting from the attempts of other countries to replace the enemy empires in Central and South America. Proceeding then to our detailed investigation of the economic features of the various component republics, we gave prominence to the trade future of Brazil,

and this month extend our researches to the various other important Latin-American states. In this connection the glamour of the United States dramatic entry into the arena of war must not blind us to the fact that our new and powerful ally bids fair to be our most powerful competitor in future Latin-American trade, where she is already building a solid and substantial basis for the immense commerce she intends to exchange with these republics when peace is once again restored. The National City Bank of New York, through its branches recently established in the principal South American cities, is already proving a potent factor in the promotion of direct trading facilities between the United States and the southern continent, and under the new conditions created by the war the United States of America have assumed a remarkable responsibility, and engineered extraordinary opportunities in Latin-America; the view being that owing to the severance of the pre-war intimacy of relations with Europe, the time has arrived for the United States to exert a commercial and financial control over the integral states of Central and South America.

It is only in recent years that this realization of the importance of Latin-American trade has come home to the United States, mainly impressed upon the astute American mind by the significant increase of £200,000,000 during the decade 1904-1913 in the total foreign trade of the Latin-American republics, and a very prominent citizen of New York has voiced his opinion of its potentialities as follows:—

“As one who has studied intimately Latin-America during the last fourteen years, it is my sincere belief that, in the next five years which will follow after the war is over, Latin-America's commerce will easily grow to a total of £1,000,000,000, which should be about evenly divided between the countries of Europe on the one hand and the countries of America on the other. The opening of the Panama canal must afford the United States an extraordinary advantage it has not previously enjoyed upon the western coast of Latin-America, while the improvement of steamship facilities, especially in the form of vessels flying the United States flag, which will run between the Atlantic ports of the United States and the Atlantic ports of eastern South America, will be strong factors in building up trade.”

The possibilities arising out of the Panama canal are such as cannot be too carefully and seriously studied by the British merchant and manufacturer dealing with Latin-America, for in the past the growth of United States trade with the southern republics has been greatly hampered by the lack of American shipping, for by the exercise of an astute discrimination against American trade, both in the matter of service and freight rates, owners of foreign tonnage carrying goods between the United States and Latin-America have given European shippers marked advantages over United States competitors in the South American markets. We refer to the lines of steamships familiarly known in commercial circles as the “Conference” lines, which before the war monopolized the carrying of freight between the United States and the east coast countries to such an extent as to effectually drive competitors out of the field.

Since the war, however, the power of the Conference lines has been tremendously weakened, for most of the steamers have been requisitioned by the British Government and withdrawn from the transatlantic carrying trade; in other cases members have withdrawn from the agreement, while in yet other instances the rebate system has been abandoned, and shippers are sending their goods by any steamer they are fortunate enough to secure.

With this withdrawal of British tonnage, therefore, and the enforced inactivity of the German merchant fleet, the shortage of carrying capacity from the States is more acute than ever, and the question at once arises: What will be the action of the United States? Will she, after two generations of shipping stagnation, revive and restore her merchant marine? It is not so long ago that the Americans were our chief competitors in both shipowning and shipbuilding, and the answer seems to lie in the affirmative, with concrete substantiation afforded by the feverish activity

with which the States' shipyards are laying down new keels. If ancient history thus proves to repeat itself, the query is projected, and we ask: Will the United States subsidize her merchant shipping the more effectually to compete with the British mercantile marine? Will the United States exercise a discriminating tariff on cargoes in favour of her own shipping? Certain it is that the great body of Americans is now insistent on the construction of more, and still more ships, and equally forcible in its demands that the Panama canal shall form the basis for a permanent restoration of American shipping to a status compatible with the importance of the country. From recent statistics supplied by the National City Bank of New York we see the steady expansion of the trade between the United States and Latin-America, as evidenced by the following figures for the months of April, 1916, and April, 1917, in the section described as exports of domestic merchandise through New York:—

To—	April, 1916.	April, 1917.
Central America	£ 360,000	£ 430,000
Mexico	163,000	390,000
Cuba	1,260,000	1,065,000
Argentina	1,070,000	1,189,000
Brazil	390,000	1,118,000
Chile	297,000	540,000
Colombia	153,000	130,000
Peru	85,000	274,000
Uruguay	229,000	267,000
Venezuela	150,000	206,000
Ecuador	41,750	67,000
Bolivia	10,000	50,000
Or totals for the month of	2,500,000	4,000,000
as referring to South America only.		

Imports for the same section and the same periods were:—

From South America only	£5,700,000	£7,300,000
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These striking figures emphasize our contention that in the future we cannot but regard the United States as our most powerful competitor, and it is a distinctly fortunate circumstance that a South and Central American section of the Chamber of Commerce has been formed, with a strong and representative committee, to inquire into all the intricacies of the future development of our Latin-American trade. That this body is alive to the responsibilities of its existence is shown by the close personal relations entered into with the consuls for the various countries, the co-operation of the leading foreign chambers of commerce gained, the assistance of the Government assured, and the experimental appointment of a representative possessing a knowledge of business conditions and trade laws, personal habits, customs and prejudices, of the countries concerned, together with a thorough knowledge of their languages, currencies, and so forth. Presumably, should this experiment prove a success, its scope will be greatly enlarged, and such representatives multiplied.

Meanwhile the Germans are not idle, and the *Deutsche Propaganda Gesellschaft* is preparing a new trade directory of Argentina, in Spanish and German, containing a mass of statistical and commercial detail, and the names of all German and Germanophile business houses, firms and representatives. This book should prove capable of fulfilling a useful function for which its German compilers have not reckoned, namely, in helping the Allied traders to distinguish just those persons with whom it is desirable to have no dealings whatever! With a total of over £1,040,000,000 of British capital invested in Latin-America, we find she imported in:

1913	£269,000,000
1914	184,000,000
1915	163,000,000

and, in addition to the detailed figures we furnished in our issue for July relating to the area and population of the separate republics, we now provide comparative

figures for 1913 and 1915, dealing with the trade of (total foreign, and with Great Britain) and the British capital invested in each of these republics.

Country.	Total Trade.		With Great Britain. In millions of £.		British Capital Invested.	
	1913.	1915.	1913.	1915.	1913.	1915.
Argentina.. . . .	171.3	122.9	47.6	51.7	357.7	383.4
Brazil.. . . .	138.0	81.9	25.6	20.0	223.8	226.7
Chile.. . . .	53.8	43.1	18.8	12.8	63.9	65.0
Uruguay.. . . .	21.3	19.0	3.5	3.5	46.1	47.0
Peru.. . . .	14.5	13.6	4.1	4.5	25.6	25.4
Bolivia.. . . .	11.1	11.8	5.0	5.0	.4	.4
Venezuela.. . . .	8.7	8.9	1.5	1.2	7.9	8.1
Colombia.. . . .	10.8	12.6	2.5	2.3	6.6	6.7
Ecuador.. . . .	4.9	4.5	.7	1.0	2.7	2.6
Paraguay.. . . .	1.9	1.9	.2	.2	2.9	2.9
Mexico.. . . .	49.6	49.6	6.2	6.2	161.5	163.4
Guatemala.. . . .	4.6	4.5	.6	.6	10.4	10.4
Salvador.. . . .	3.4	3.2	.4	.3	2.2	2.1
Honduras.. . . .	1.4	1.6	.1	.1	3.1	3.1
Nicaragua.. . . .	1.4	1.8	.2	.2	1.2	1.1
Costa Rica.. . . .	4.1	3.7	1.1	1.1	6.6	6.5
Panama.. . . .	2.4	2.4	.5	.5	....	—
Cuba.. . . .	55.6	62.8	5.3	7.0	44.4	45.7
Shipping.. . . .	....	....	....	....	15.3	18.6
Banks.. . . .	....	....	....	....	18.5	19.3
Totals	559.5	450.6	124.7	118.7	1,001.7	1,039.2

The investments of British capital being in railways, Government, and miscellaneous securities in the order named.

ARGENTINA.

Rather larger than approximately one-third of Europe, and with a population of 7,885,237, as compared with 3,954,911 at the date of the previous census in 1895, Argentina is a country whose import trade is largely governed by its physical characteristics and the nature of its own products, and, in consequence of its flat, alluvial plains, is largely devoted to the raising of corn, cattle and sheep for export. The trade statistics for the last four years are useful as a guide to the distribution of her foreign commerce:

To—	Exports—In millions of £.			
	1913.	1914.	1915.	1916.
United Kingdom.. . . .	24.0	20.4	32.9	31.6
United States.. . . .	4.5	8.5	17.9	22.4
France.. . . .	7.5	3.9	8.0	12.8
Germany.. . . .	11.5	6.1	....	—
Total—all countries.. . . .	102.8	79.8	115.2	113.4

From—	Imports—In millions of £.			
	1913.	1914.	1915.	1916.
United Kingdom.. . . .	22.6	18.4	13.5	12.1
United States.. . . .	12.2	7.3	11.2	12.5
France.. . . .	7.5	4.4	2.6	2.9
Germany.. . . .	14.1	8.0	1.1	.06
Total—all countries	98.2	63.8	60.4	72.5

These figures being calculated at the fixed gold ratio of \$5.05 to the £ sterling.

In view of the difficulties indissoluble from the publication of Argentinian statistics under official values, "nominal," as apart from their real or actual values, there has always been a degree of uncertainty in connection with the Government returns, and it is perhaps desirable to examine the "quantities" rather than the values to get at a correct idea of the republic's exports. For 1915 exports of animal products were:

Bovine Animals.	Equine Animals.	Beef.	Mutton.
(Head)		Frozen—Chilled.	Frozen.
51,919	28,314	(Tons) 411,547—16,153	51,318

Considerable increases over the previous year's exports.

Oats.. . . .	804,443	tons—an increase of	211,646	tons.
Potatoes.. . . .	27,606	"	21,517	"
Hay.. . . .	27,963	"	9,524	"
Maize.. . . .	2,873,910	" —a decrease of	1,546,684	"
Linseed.. . . .	639,904	"	341,269	"
Barley.. . . .	67,580	"	7,319	"
Wheat.. . . .	2,294,876	"	216,638	"
Rye.. . . .	3,288	"	1,624	"

[Argentina is the principal foreign food provider for the United Kingdom]

a serious set-back as compared with 1915.

Being so essentially, therefore, an agricultural and pastoral country, it naturally follows that under normal conditions capital must be locked up for considerable periods, which may conceivably have to be extended from time to time by the partial failure of any one of the principal crops, and since practically the interests of every one is closely identified either with the meat or the wheat markets directly or indirectly, so it follows that a system of long credit is essential in the Argentine, the more so since the country is but inconsistently populated, the distances between the densely peopled centres being very great. The great mass of the imports into the republic enter through the port of Buenos Aires, leaving only some 20 per cent to be dealt with by the other ports on the river Plate, and, on arrival, are distributed to the interior through the medium of the storekeepers, the "pulperos," who conduct a business somewhat akin to that of merchant bankers, advancing on crops, and supplying on long credit, content to await payment until the crops are sold, and it is in this direction that our trade rivals, the Germans and the Americans, have adapted themselves to internal economic conditions with far greater docility than ourselves, and correspondingly secured a more tenacious grip over domestic trade. Again, it is only in the large cities that a substantial purchasing capacity is found, for in the country regions the people are not wealthy, but rather uneducated and correspondingly prejudiced; here, again, the docile German emissary has scored over British representatives. The principal imports are textiles, hardware, building material, implements, machinery, foodstuffs, oils and greases, glassware and crockery, drugs and chemicals, lumber and manufactures, electrical goods, paper, leather, and tobacco; but it is probably in the sphere of iron and steel, machinery and implement import trade that the most remunerative possibilities are held out to the United Kingdom. The republic is rich in minerals, especially in the provinces of Catamarca, Cordoba, La Rioja, San Luis, etc., but their development has been neglected, and local enterprises have not so far been conspicuously successful. In heavy iron and steel goods, traction material, rolling stock, etc., we have always held our own; but in electrical appliances, motor cars, and light and cheap implements we are sadly out-classed by Germany and America.

CHILE.

This republic is somewhat fantastically situated, having a coastal line some 2,500 miles in length, and a width of country varying between 100 and 180 miles; consequently, it possesses one of the most remarkable ranges of climate in existence. In the south, where wheat will not ripen, we find huge forests of valuable timber, and

rolling plains carrying millions of sheep; in the fertile central provinces cereals, beans, potatoes, grapes, and cattle are raised; while in the arid burning north we find a waste, devoid of vegetation, but immensely rich in its deposits of "caliche," whence are extracted nitrate of soda and iodine, Chile's most valuable exports.

The following figures give an idea of her foreign commerce:—

Year.	Exports.	Imports.	Total.	Balance.	Average Rate of Exchange of the Paper Dollar.
1912	£28,742,095	£25,084,107	£53,826,202	£ 3,657,988	10½d.
1913	29,342,789	24,713,835	54,056,624	4,628,954	9¾d.
1914	22,074,105	20,231,752	42,305,857	1,842,353	9d.
1915	24,560,937	11,490,867	36,051,804	13,070,070	8¼d.

For the years 1916 and 1917 the rate of conversion of the paper dollar has been 9d., and the serious deficits in the Chilean Budgets have necessitated the exploitation of fresh sources of revenue.

The great countries chiefly concerned in the foreign trade of Chile are Great Britain, Germany, the United States, and France, with naturally the disclosure of substantial recent gains in favour of the United States:

Imports from—	1915.	1914.	1913.	1910.
United States.. .. .per cent.	33.33	20.46	16.70	12.31
United Kingdom.. .. ."	23.80	22.67	31.00	31.00
Germany.. .. ."	6.41	26.29	25.00	25.00
France.. .. ."	3.04	.....	.....	—
Exports to—				
United States.. .. .per cent.	42.68	.....	.....	21.28
United Kingdom.. .. ."	34.51	.....	.....	40.6
Germany.. .. ."	Nil.	.....	.....	19.99
France.. .. ."	3.02	.....	.....	4.52

Figures which add further emphasis to our remarks regarding the growing ascendancy of the United States in Latin-American trade.

Chile possesses several considerable cities: Santiago, the capital (250,000), Valparaiso (170,000), Concepcion (70,000), Iquique (40,000), Talca (40,000), and Antofagasta (35,000), while in the southern section there are good natural harbours. The rivers are comparatively short and rapid, while the roads are in need of improvement. In fact, while showing notable progression in manufactures, her mineral and timber wealth are urgently in need of development, and to that end an influx of population and capital is desirable.

Her chief exports are nitrate and other minerals, meat, wool, hides and animal products, vegetable products, etc., while her imports are chiefly represented by textiles, metals, machinery, chemicals, coal, and oil. Easily predominant is her nitrate industry, the more so in times of war even than in peace, since approximately 75 per cent of her export is used in the manufacture of explosives as compared with its former peaceful function as an agricultural fertilizer. The effect of this is seen in the fact that whereas in July, 1914, there were in active operation some 134 producing oficinas (factories), the early depression of war had by March, 1913, reduced this number to 36. Then, with the explosive demand, came a renewal of activity, and now there are 118 oficinas in full swing, with a record production in the month of December, 1916, of 240,000 tons. Germany has ever had a considerable interest in the Chilean nitrate industry, and the proportions of the export of 2,700,000 tons in 1913 were:—

Chilean companies, 49 per cent; English companies, 36 per cent; German companies, 15 per cent.

Compared with an export of 2,900,000 tons in 1916, as under:—

Chilean companies, 53 per cent; English companies, 37.5 per cent; German companies, 9.5 per cent.

While the price per Spanish quintal has risen from 5s. 10d. in December, 1914, to about 10s. 2d. per quintal for immediate delivery, and all the oficinas are working at high pressure against the handicap of labour shortage.

To secure a larger share of really good business in Chile, the British representative must not press with too much vigour for rigid punctuality of payment in every case, and he should endeavour to so arrange his affairs as to enable him to grant longer credit, and attractive discounts for cash payments.

There is an increasingly growing demand in Chile for motor-lorries.

URUGUAY.

This, though the smallest of the South American republics, is one of the richest, possessing a notable city and port in its capital, Montevideo, with a population of over 360,000 inhabitants, where are centred many important factories, and whence issues a very large annual export of live-stock products. The country possesses a network of rivers, with 700 miles of navigable waterways, of which 500 are furnished by the Uruguay and the Rio de la Plata. Stock-raising and agriculture are the principal industries, and the foreign trade has risen from £14,445,200 in 1906 to £23,036,236 in 1915. Unfortunately the recent strong socialistic flavour in the Uruguayan legislature under the rule of President Battle y Ordonnez (this ministry has now resigned), has rather discredited the republic's securities with British investors, but there are now signs of improvement in this direction. The chief imports are live-stock and food-stuffs, derived mainly from—for the year 1915:—

Argentina	£1,474,000
Great Britain	1,370,000
United States	1,454,000
Brazil	972,000

While exports, mainly meat and meat extracts, wool, hides and skins, were sent to, in the same year:—

France	£3,537,000
Great Britain	2,641,000
Italy	3,000,000
United States	2,350,000

During the last four years the Uruguayan Budgets have approximately balanced in revenue and expenditure, while a survey of her foreign trade is provided in the following table:—

Year.	Exports.	Imports.	Total.	Surplus.
1912	£10,851,063	£10,506,383	£21,357,446	£ 344,680
1913	14,845,000	10,713,383	25,558,383	4,137,617
1914	12,390,148	7,922,314	20,312,462	4,467,834
1915	15,593,760	7,442,476	23,036,236	8,151,284

Figures which afford ample food for reflection as to the manner in which the war has affected, and altered, the proportions of the export and import trade of this naturally wealthy little republic. Liebig's extract of meat and Paysandu ox-tongues both originated in Uruguay, which now carries some 10,000,000 head of cattle and 20,000,000 head of sheep.

PERU

Has long been famous as a land of fabulously rich mines and enormous guano deposits; but the real reason of her plenty lies rather in her industrious population and her naturally fertile soil. Traversed by the Andes Mountains, minerals abound, while guano and petroleum are also extensively produced. Agriculture is a pronounced feature in the regions west of the Andes, often conducted in a highly scientific manner, and the principal products are sugar, rubber, cotton, wool, hides, coca leaves and

cocaine, rice, goat-skins, coffee and cacao. The cotton, rice and sugar estates in Peru are both numerous and important, and, in common with nearly all the enterprises in the republic, are directed from the chief city of Lima (150,000 and its port of Callao (35,000). There are other small but busy ports, and some important inland towns, Arequipa, Cuzco, Ayacucho and Iquitos, an important *entrepôt* on the Upper Amazon. Since a great deal of the distributing trade of Peru and the collection of exports is conducted at the great periodical fairs held up and down the country, good and effective packing, combined with moderate prices, is an appreciable feature in the commerce of the country.

Great Britain has done a good trade with Peru, taking about one-third of her total exports, and supplying a greater proportion of her imports than any other country, chiefly in cottons, woollens, metals and metal goods, paints and varnishes, food products, linens, leather goods, stationery, etc.; but America has made a determined effort to capture Peruvian trade, and set up the Banco Mercantile Americano del Peru to this end in Lima.

Recent trade figures for the Republic are:—

Year.	Exports.	Imports.	Total.	Balance.
1912	£ 9,438,581	£5,140,338	£14,578,920	£ 4,298,243
1913	9,137,789	6,088,776	15,226,557	3,049,004
1914	8,767,790	4,827,930	13,595,720	3,939,860
1915	14,132,230	3,086,386	17,218,616	11,045,844
		1913.	1914.	1915.
Exports to United Kingdom		£3,178,261	£2,962,634	£3,312,674
Imports from United Kingdom		1,487,804	1,060,496	590,600

It is a significant fact that the English sovereign and half-sovereign are local currency in Peru, accepted just as if they were libras or half-libras, the monetary unit being the "Lp." (Libra Peruana), which is maintained at par with the English £ sterling, and subdivided into "soles," a sole being the equivalent of our florin.

BOLIVIA.

This republic is the third largest in the South American continent, being divided into eight departments, boasting some considerable towns: La Paz (78,800), Cochabamba (24,500), Potosi (23,400), Sucre (23,400), Oruro (20,600) and Santa Cruz (20,500). As the resources of the country are being developed, so is the demand for imports increasing, particularly in the direction of manufactured goods, and of these imports prior to the war Germany supplied about 35 per cent, Great Britain 20 per cent, and the United States 10 per cent, proportions which have suffered radical changes since 1914. Developments in the way of railway construction, and the exploitation of the oil fields, chiefly financed by American capitalists, have provided a distinct stimulus to the country's industries, her tin, copper and bismuth mines being amongst the richest in the world. The Bolivian Budget maintains almost an exact balance between revenue and expenditure, any difference being invariably in the nature of deficit. The local unit of currency is the boliviano, with a par value of 19½d., but the price has for long ruled in the region of 17d., although it was as low as 15½d. in 1915. Foreign trade, after a severe breakaway consequent on the war, has recovered, and is now distinctly satisfactory, showing consistent improvement, as is instanced by the statistics below:—

Year.	Exports.	Imports.	Total.	Balance.
1912	£7,209,838	£3,944,719	£11,154,557	£3,265,119
1913	7,497,721	4,381,026	11,878,747	3,116,695
1914	5,264,092	3,180,894	8,444,986	2,083,198
1915	6,790,271	1,578,645	8,368,916	5,211,626

While the figures for 1916, when procurable, are expected to give evidence of maintained progression.

	1913.	1914.	1915.
Exports to United Kingdom	£2,250,092	£1,602,860	£1,001,279
Imports from United Kingdom	360,465	254,239	173,258

VENEZUELA.

This rich country, of vast extent and as yet unrecognized potentialities, offers openings to British enterprise at every turn. Covering 450,000 square miles, it is divided into three distinct zones—agricultural, pastoral, and forest—the first producing sugar-cane, cocoa, coffee and cereals; the second principally cattle and sheep; while the forests yield rubber, tonca, beans and tropical woods; there are also copper, iron and gold mines. A happy augury for the development of Venezuelan resources is the taking over of the oil concessions by the "Shell" group, and with a stable government and British confidence restored, there should be room for a great increase in our already considerable trade with this country. Of the twelve ports of entry, Guaira, Puerto Cabello and Maracaibo are the most important commercial and industrial centres, while inland, Caracas and Valencia, Ciudad Bolivar and Barquisimeto are large and highly-important commercial manufacturing and distributing emporiums. Since most of her coffee and rubber passed through the ports of Bremen and Hamburg, the war has affected this Republic considerably, and the following figures show her trade with her principal customers:—

Exports to—	1912-13.	1913-14.	1914-15.	
Great Britain	£ 353,250	£ 401,600	£ 308,000	
Germany	851,200	898,500	416,500	
United States	2,140,300	1,733,700	2,023,600	
Imports from—				
Great Britain	957,140	919,500	624,625	
Germany	690,750	519,700	343,250	
United States	1,475,100	1,329,000	1,296,600	
	Exports.	Imports.	Total.	Balance.
The total figures for 1914-15 are	£4,102,000	£2,336,660	£6,438,660	£1,765,340

Our chief purchases are cocoa, sugar, meat, hides, rubber, feathers and down, copper and silver, and our sales, biscuits and confectionery, chemicals, metal goods, machinery, tools, cutlery, hardware, cotton, linen, woollen and jute fabrics. What we want is to strengthen our banking interests in Venezuela, and to organize a well-considered advertising campaign, for experience has shown that whenever assisted by capital investments these South American republics develop into good and regular purchasers. If we are not to be beaten by America, energetic steps must be taken promptly.

This country suffers from locusts.

COLOMBIA.

This northern Republic has a potential trade capable of tremendous extension, being a large country with an extraordinarily diversified surface and climate, and with a correspondingly varied production. Minerals and precious stones are abundant, but as yet little exploited, and, in fact, the immense opportunities before the development of the mining, cattle raising, and agricultural industries of Colombia only await an influx of foreign capital and the consequent improvement in means of communication.

Notwithstanding the adverse effects of the war, Colombia has punctually maintained the service of her foreign debt, and made definite progress in her internal affairs and development.

Figures for her foreign trade are:—

Year.	Exports.	Imports.	Total.	Balance.
1912	£6,643,658	£4,941,159	£11,584,817	£1,702,499
1913	6,863,050	5,705,155	12,568,205	1,157,895
1914	6,526,576	4,195,845	10,722,421	2,330,731
1915	5,853,069	3,731,635	9,584,704	2,121,434

and subdividing the figures for 1914 into various countries, we find:—

	United States of America.	United Kingdom.	Germany.	France.
Imports from...	£1,297,358	£1,269,277	£514,085	£249,874
Exports to.. . . .	3,654,466	1,174,902	355,787	91,584

Our chief purchases are foodstuffs, principally cocoa, coffee and bananas, along with tobacco and hides; while our exports are textiles, foodstuffs, metals, drugs and chemicals, liquors, paper, oils and greases, paints and varnishes, and electrical supplies; but while our textile export trade is quite satisfactory, there is room for great expansion in our metal and machinery sales.

Nearly all imports enter the Republic by way of Cartagena, Barranquilla, or San José de Cucuta, while in the interior there are such fine commercial centres as Bogota, the capital, with a population of over 120,000, Medellin and Manizales; but since each inland district is largely an isolated community, commercial transactions are somewhat slow, and credit varying from three to even eighteen months has to be allowed to provide time for the distribution of goods from the port of entry to the up-country wholesale centres, and thence to the retailers, by a process of gentle filtration. It is thus obvious that the high-class merchant houses wield a great power, and it is most unfortunate that the United Kingdom is but inadequately represented, most of the trade being in the hands of Germans, Italians, Syrians, Americans and native Colombians. The metric system is in vogue, and English weights and measures are abhorred, although the English currency is well understood and even appreciated.

CUBAN MARKET CONDITIONS.

The following report of prices ruling at the Havana Produce Exchange for the week ended November 23, 1917, has been furnished by Mr. Enrique R. Margarite, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation:—

November 20, ss. *Esparta*, 124 drums.

The market for fish in drums has been quiet, due to the absence of an active demand, but as there is a strong feeling among holders, the quotation of 11 cents per pound on hake remains unchanged and the sales of haddock and codfish are being made at 12.50 cents per pound.

CODFISH IN CASES.

Importation:—

November 19, ss. *Almirante*, 100 cases from New York.
 " 20, ss. *Esparta*, 2,538 cases from Boston.
 " 21, ss. *Mexico*, 23 cases from New York.
 " 21, ss. *Chalmette*, 1,629 cases from New Orleans.

The situation has continued just the same as last week, without any change on the prices prevailing, due to the fact that holders prefer to keep their stocks for better opportunities before lowering their quotations, as there is a good cold weather in evidence for this purpose. We quote at \$15 to \$18 per case for that from United States and Canada.

HERRINGS:

With a rather moderate demand, the sales of bloaters are being made at \$1½ per large box.

GOUDA CHEESE.

No change is noted on the market for this kind of cheese and the same price of 35 to 55 cents per pound still prevails for that from United States, which is the only sort available.

POTATOES.

Importation:—

3,377 bags and 14,138 barrels from Boston.
3,667 bags and 6,744 barrels from New York.

These receipts are too heavy for the local consumption, but due to the present feeling among holders and a very active demand which prevails for this article, the prices have been maintained. We quote at 4 to 4½ cents per pound for those packed in bags and at \$7 per barrel from Canada.

EXCHANGES.

New York s/d. ¼ per cent premium.
London s/d. at \$4.78 per pound.

GOVERNMENT NOTICES AFFECTING TRADE.

Canada.

WAR MEASURES—PROHIBITED EXPORTS.

Referring to Memo. 2139-B, etc., respecting foodstuffs (published in *Weekly Bulletin* No. 724), it is ordered that dried, cured, prepared, salted and smoked fish for consumption in the United States may be licensed by the endorsement of the Customs Collector at the point of exit, on the usual Shippers' Export Entry.

Arrangements have been made with the Washington War Trade Board, and authority has been granted to issue licenses to all points in North and South America including the West Indies, for dried, cured, prepared, salted and smoked fish shipped direct from Atlantic ports.

When routed via United States ports, if shippers hold license from the War Trade Board, Washington, it is considered sufficient authority to allow exportation by endorsement for shipments IN TRANSIT through United States ports.

NOTE:—Frozen fish are to be classed as fresh fish and dealt with by frontier license.

TARIFF CHANGES AND INTERPRETATIONS.

South Africa.

Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, has forwarded the following tariff interpretations published for general information by the Commissioner of Customs for the Union of South Africa under date of September 12, 1917:—

Article.	Rate.	No. in Tariff.	Rebate upon goods the growth, produce or manufacture of the U. K. or reciprocating British Colonies.
Cement Testing Machine	Per £100, £20.	193	3% ad valorem.
Corning conahones	" £3.	114A.	The whole of the duty.
Electric motor tyre pump	" £3.	114A.	The whole of the duty.
Electro magnets	" £3.	93	The whole of the duty.
Gramophone record albums	" £20.	193	3% ad valorem.
Harris patent feed water filter	" £3.	114A.	The whole of the duty.
Jackson's no glo-s "Paris" hat dye	£13:6 per Imp. proof gallon	44C.	
Leather mitts for stokers	Per £100, £3.	114A.	The whole of the duty.
Motor fan	" £20.	193	3% ad valorem.
Moulders' chaplets	" £3.	114A.	The whole of the duty.
Solid Oil & adinol	" £20.	193	3% ad valorem.
Suspensory bandages	" £20.	193	3% ad valorem.
Wonder Mist cleanser & polisher	" £20.	193	3% ad valorem.

Venezuela.

REGULATIONS GOVERNING THE DUTY-FREE ADMISSION OF PAPER FOR PRINTING NEWSPAPERS.

(From the Board of Trade Journal.)

The Board of Trade are in receipt, through the Foreign Office, of copy of a Venezuelan Presidential Decree, dated the 24th September, laying down the regulations under which exemption from import duty may be accorded (under article 3 of the Tariff Law) in respect of white paper, unsized and unglazed (*sin cola o goma, sin satinar*) destined exclusively for printing newspapers and scientific and educational works.

With regard to paper for newspapers, it is provided, *inter alia*, that such paper must be consigned to the proprietor of the newspaper concerned, under a consular invoice which does not cover any other effects, and in which the name of the newspaper shall be entered; the name of the newspaper shall also be marked on the packages in which the paper is imported.

NOTES ON FOREIGN TRADE.

Amalgamation of Swedish Match Factories.

(Anglo-Swedish Trade Journal.)

The chamber is informed by cable from Stockholm that negotiations for an important amalgamation of Swedish match factories have been completed through Svenska Emissionsaktiebolaget, Stockholms Handelsbank, and Skandinaviska Kreditaktiebolaget. A new company has been formed, under the style of Svenska Tändsticks Aktiebolaget, with headquarters at Stockholm, which is to acquire the majority of the shares in Jönköpings och Vuleans Tändsticksfabriks Aktiebolag and Aktiebolaget Förenade Svenska Tändsticksfabriker.

This amalgamation forms the largest match company in the world, with a present annual output of 4,750,000,000 boxes, excluding the output of the subsidiary companies. The number of workmen employed will be about 12,000.

Japan Suspends Shipbuilding Subsidies in the case of Vessels sold to Foreigners.

(Board of Trade Journal.)

H.M. Commercial Attaché at Yokohama (Mr. E. F. Crowe, C.M.G.) has forwarded a translation of a Japanese law, which is of considerable interest to shipowners and shipbuilders both in Japan and elsewhere. The law relates to the suspension of shipbuilding subsidies, and was passed at a recent special session of the Japanese Diet.

Mr. Crowe writes that the Shipbuilding Encouragement Law, which came into force in 1896, and was amended in 1910, gave a powerful impetus to the shipbuilding industry of Japan, and the advent of the European war greatly accelerated the development of the industry. The unprecedented prosperity which is now ruling in shipbuilding circles in Japan can, indeed, only be ascribed to the abnormal conditions brought about by the war. All the private yards have earned very considerable profits, and there is every indication that the number of shipbuilding companies will be largely augmented in the near future.

In view of the profits now being made, the opinion has frequently been advanced that the time had come to abolish the subsidies granted to shipping and shipbuilding, and this feeling has been accentuated by the fact that within the past few months many of the vessels recently constructed in Japan have been transferred to foreign ownership, which no doubt gives rise to a belief that, under present conditions at least, when tonnage is at such an extravagant figure, the Japanese tax-payer is being taxed for the benefit of the foreigner. For the present, however, the diet in this new law has confined itself to cutting off subsidies conferred on vessels which are sold to foreign owners.

Under the Shipbuilding Encouragement Law, as amended in 1910, vessels are divided into two classes: Class A comprises vessels containing not less than 50 berths of first or second class, or one cabin or second-class berth for every 100 gross tons or fraction thereof, while Class B comprises all other types of vessels. These two classes were in turn subdivided into four groups, the first covering ocean-going steamers; the

second, near-sea vessels; the third, coasting vessels; and the fourth, smooth-water vessels. The rate of subsidy per ton of gross tonnage is as follows:—

	Class A. Yen.	Class B. Yen.
First group	22	19
Second group	21	18
Third group	19	16
Fourth group	14	11

Yen = approximately, 50 cents.

Button Trade of Auckland.

(*Consul General Alfred A. Winslow, Auckland, New Zealand, United States Commerce Reports.*)

In Auckland the novelty-button trade, catering as it does exclusively to makers of or dealers in women's garments, is fluctuating or spasmodic, its success depending upon the prevailing fashions. If certain styles "take" or become fashionable, then good prices are always obtainable and large quantities of the buttons are sold.

However, just now there is a glut of novelty buttons here, and the stores are offering their stocks at very low figures. This applies mostly to the cheaper novelty buttons. There is usually a regular demand for good-quality buttons. Dame Fashion may decree that next season will be strong in button trimmings. The fashions here are usually copied from the French and British styles and, because of the reversal of the seasons, are about nine months later.

Although there are no large manufacturers of buttons, a number of the stores and jobbers make their own cloth buttons with button machines and moulds. Thus cloth buttons would not have much chance in these parts. There seems at the present time to be a strong demand for good ivory buttons of various designs. The Canadians are already doing a good business in ivory buttons.

Introducing Staple Lines.

Practically no novelty buttons are used in the men's trade. A good trade is done in imported staple lines, especially in vegetable ivory and composition. The most practical ways of placing these lines on the New Zealand market are:—

First.—Send samples to the wholesale jobbers or warehousemen whose trade is most desirable. From their opinion of the goods one can judge the likelihood of doing business in this country.

Second.—Arrange with a local agent to introduce and establish the buttons. This is probably the better plan. The usual way here is for the foreign manufacturer to be responsible for the accounts, although it could be easily arranged for the local agent to assume the responsibility.

At the present time it might be a little difficult to open new business with new houses, for the importers here are shy of indenting from new houses for three reasons: (1) The impossibility of giving firm prices; (2) the difficulty of obtaining shipping space; (3) the high rate of carriage overseas. These difficulties, of course, are due to the war.

Musical Instruments for Russia.

(*The Times Trade Supplement.*)

Although no business can be done at present because of the war, this fact has not prevented the American Consul at Riga from reporting on the Russian market for musical instruments. The demand in normal times for pianos and other musical instruments has always been fairly important in the Riga Consular district of Russia. The inhabitants are fond of music, and pianos are found in the homes of all persons

of sufficient means. Violins, mandolins, guitars, and other string instruments are also numerous. The phonograph has been growing rapidly in popularity in recent years. There are also a few piano-players in use.

Practically no pianos have been imported since the war began, and at present astonishingly high prices are being paid for secondhand instruments. Dealers are inclined to believe that when the war is over there will be an unusually large demand for musical instruments of all kinds, especially for pianos. In normal times most of the pianos imported have come from Germany. Some were imported from the United States and some are of Russian manufacture. At least one dealer in Riga kept American pianos always in stock, and he is said to have sold a number of them each year. According to local dealers, the prices of upright pianos, including duty, were as follows: Bluthner, Leipzig, £67 to £78; Bechstein, Berlin, £83; Seller, Leignitz, £47; Becker, Petrograd, £47 and up; American, £49 to £93. Grand pianos sold at the following prices: Bluthner, £93 to £134; Bechstein, £103; Becker, £93. Mahogany, walnut, oak, and dark-stained woods are generally used for the cases, in which plain designs are preferred. The terms are usually for cash or six months' credit.

Melodeons, or small organs, are also popular, especially in the country districts. Many of them are of American manufacture, the prices ranging from £14 to £52. Some of these instruments are made in Russia, but they are generally small and cheap, selling as low as £8.

Mandolins were sold before the war at 9s. 7d. to £10, depending on the finish. Some of the best came from Italy. Guitars were imported mostly from Germany. They were very cheap, but well finished. Those with six or seven strings are preferred in Russia. Prices range from 7s. 6d. to £10 12s. 6d. Those in most general demand cost £3 12s. to £4 6s.

Zithers were imported from Germany, prices running from 6s. 5d. to £1 5s. 9d. These instruments were for the most part made in Markenkirchen, and are much admired in Russia.

Mouth-organs are very popular in Russia, but apparently few are made there, the bulk of the supply having been imported from Germany and Austria. Mouth-organs are the favourite musical instrument of the Russian soldiers. The balalaika, though distinctly a Russian musical instrument, does not appear to have been manufactured to any extent in the country. They were imported principally from Germany, prices ranging from 2s. 2d. to £1 12s.

Phonographs have been growing in popularity and use in recent years. Most of them have been of American manufacture or from American branch factories in Great Britain. There was, however, until recently a limited manufacture in Russia and a certain import of gramophones from Germany. The machine parts for these gramophones generally came from Switzerland. There is a small factory in Riga that makes records, but it is understood to be an American concern working under a British charter. The annual imports of phonograph instruments and records were over £100,000, during the years immediately preceding the war. Light, comparatively small machines are most in demand, the finish being for the most part natural mahogany or oak. Prices vary from £3 5s. to £31. Dealers say that when the machines are packed for export they should be placed in separate wooden boxes, well protected by wood shavings or other packing material.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending December 7, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	360,684	320,873	86,399	.....	767,956
Consolidated Elevator Co.	184,878	109,418	52,646	55,475	402,367
Empire Elevator Co.	160,093	368,934	58,903	76,416	664,346
Ogilvie Flour Mills Co.	281,559	51,448	60,970	.....	393,977
Western Terminal Elevator Co.	82,659	99,345	12,787	154,117	348,908
G.T. Pacific	531,919	1,219,788	136,682	73,330	1,961,719
Grain Growers' Grain Co.	156,458	296,061	62,800	.....	515,319
Fort William Elevator Co.	62,116	177,953	69,323	83,954	393,346
Eastern Terminal Elevator Co.	107,876	87,634	14,341	.....	209,851
Northwestern.	101,809	.....	.....	.....	101,809
Port Arthur—					
Port Arthur Elevator Co.	445,544	769,339	288,126	49,742	1,562,751
D. Horn & Co.	75,908	71,373	23,792	69,975	241,048
Canadian Government Elevator.	200,186	145,529	52,451	102,462	500,628
Thunder Bay.	161,941	248,433	57,071	26,827	494,272
Davidson & Smith.	307,882	233,975	64,417	282	606,556
Total Terminal Elevators	3,221,462	4,200,103	1,040,708	702,580	9,164,853
Saskatoon Dom. Govt. Elevator.	2,992	684,620	1,288	104	689,004
Moosejaw Dom. Govt. Elevator.	43,305	402,573	.....	1,066	426,944
Calgary.	35,262	169,136	9,730	1,885	216,013
Vancouver.	6,369	.....	3,345	.....	9,714
Total Interior Terminal Elevators.	87,928	1,256,829	14,363	3,055	1,361,675
Depot Harbour.	1,311,915	.....	.....	.....	1,311,915
Midland—					
Aberdeen Elevator Co.	350,897	425,440	19,997	.....	796,334
Midland Elevator Co.	697,683	178,663	67,595	.....	943,941
Tiffin, G.T.P.	1,725,973	147,733	239,923	.....	2,113,629
Port McNicol.	3,259,110	414,323	125,045	.....	3,798,478
Collingwood.	95,317	.....	.....	.....	95,317
Goderich.	722,488	176,840	50,948	13,599	963,875
Western Canada Flour Mills Co. Ltd.	143,397	.....	.....	.....	643,397
Kingston—					
Montreal Transportation Co.	432,555	.....	.....	.....	432,555
Commercial Elevator Co.	1,932	32,103	1,633	.....	35,668
Port Colborne.	1,538,847	728,082	7,575	.....	2,274,504
Prescott .....	.....	.....	.....	.....	.....
Montreal—					
Harbour Commissioners No. 1.	919,892	193,890	12,655	.....	1,131,437
" " No. 2.	1,370,102	87,472	55,327	.....	1,512,901
Montreal Warehousing Co.	1,947,391	18,309	1,240	.....	1,966,940
Quebec Harbour Commissioners.	1,855	12,442	.....	.....	14,297
West St. John, N.B.	406,131	15,821	211,890	.....	633,842
Halifax, N.S. .....	.....	.....	.....	.....	.....
Total Public Elevators	15,425,485	2,436,118	793,828	13,599	18,669,030
Total quantity in store.	18,734,875	7,892,550	1,848,899	719,234	29,195,558

NOTE: There are 14,825 bush. U. S. corn and 22,397 bush. U.S. rye in store at the Harbour Commissioner's Elevator No. 2.

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended December 7, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels	Bushels.
Wheat—				
No. 1 Hard	32,259	.....	87,968	120,227
No. 1 Northern	598,769	26,785	6,077,145	6,702,699
No. 2 "	371,810	6,526	4,121,601	4,499,937
No. 3 "	407,678	14,958	2,355,491	2,778,127
No. 4 Wheat	360,171	2,444	1,251,011	1,613,626
No. 5 "	270,682	7,877	238,860	517,419
No. 6 "	193,990	8,061	19,114	221,165
Other	986,103	21,277	1,274,295	2,281,675
Totals.....	3,221,462	87,928	15,425,485	18,734,875
Oats—				
No. 1 C. W.	10,591	.....	.....	10,591
No. 2 "	591,576	332,416	1,188,803	2,112,795
No. 3 "	333,345	106,657	193,838	633,840
Ex. No. 1 Feed	634,611	412,307	230,550	1,277,468
No. 1 Feed	662,645	285,761	304,864	1,253,270
No. 2 "	671,769	66,980	219,856	953,605
Other	1,295,566	52,208	298,207	1,645,981
Totals.....	4,200,103	1,256,329	2,436,118	7,892,550
Barley—				
No. 3 extra C. W.	3,179	2,613	.....	5,792
No. 3 C. W.	208,184	2,397	184,242	394,823
No. 4 "	414,929	.....	314,161	729,090
Feed	112,869	743	21,065	134,677
Rejected	179,723	.....	39,396	219,119
Other	121,824	8,610	234,964	365,398
Totals.....	1,040,708	14,363	793,828	1,848,899
Flax—				
No. 1 Northwestern Canada	515,627	2,777	13,599	532,003
No. 2 C. W.	146,215	162	.....	146,377
No. 3 "	21,593	12	.....	21,605
Rejected .....	.....	.....	.....	-
Other	19,145	104	.....	19,249
Totals	702,580	3,055	13,599	719,234
Corn				
Total quantity in store.....	9,164,853	1,361,675	18,669,030	29,195,558

**Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior
Terminal Elevators, and Public Elevators in the East on December 7, 1917,
with comparisons for three years.**

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>December 7, 1917—</i>			
Terminal elevators.....	3,221,462	5,943,391	9,164,853
Interior terminals.....	87,928	1,273,747	1,361,675
Public elevators in the East.....	15,325,485	3,243,545	18,669,030
Total.....	18,734,875	10,460,683	29,195,558
<i>December 8, 1916—</i>			
Terminal elevators.....	13,213,141	8,471,069	21,684,210
Interior terminals.....	57,428	362,228	937,656
Public elevators in the East.....	6,812,799	11,041,311	17,854,117
Total.....	20,598,368	19,877,615	40,475,983
<i>December 10, 1915—</i>			
Terminal elevators.....	7,912,862	4,795,037	12,707,959
Interior terminals.....	633,484	87,559	721,043
Public elevators in the East.....	7,974,817	6,248,641	14,223,458
Total.....	16,521,163	11,131,297	27,652,460
<i>December 10, 1914—</i>			
Terminal elevators....	3,215,920	2,522,618	5,738,538
Interior terminals.....	1,533,469	760,699	2,294,168
Public elevators in the East.....	8,490,625	4,382,036	12,872,661
Total.....	13,240,014	7,665,353	20,905,367

Number of Cars of Grain and Total Quantities Inspected at Winnipeg and other Points in the Western Division for the Undermentioned Periods.

	Month of November, 1917.	3 Months ended November, 1917.	3 Months ended November, 1916.
Wheat, Spring—	No.	No.	No.
One Hard.....	75	989	51
One Hard White Fife.....			—
One Man. Northern.....	15,148	42,676	10,572
Two Man. Northern.....	6,567	15,087	13,579
Three Man. Northern.....	4,202	8,463	11,581
Number Four.....	1,467	2,822	4,857
Number Five.....	844	1,405	2,490
Number Six.....	613	999	1,807
Feed.....	192	313	4,304
Smutty.....	127	236	275
No Grade.....	605	1,470	4,390
Rejected.....	582	2,024	1,782
Condemned.....	5	8	23
No Established Grade.....	16	32	20
No. 4 Special.....		6	3,398
No. 5 ".....		4	2,806
No. 6 ".....	1	2	1,840
No. 1 Goose.....	1	2	2
Total Spring Wheat { Cars.....	30,445	76,488	63,777
{ Bushels.....	35,011,750	87,961,200	76,532,400
Wheat, Winter—			
One A. R. W.....	11	49	7
Two A. R. W.....	18	34	47
Three A. R. W.....	6	8	21
Four R. W.....			3
Five Winter.....		1	—
One White Winter.....			1
Two ".....			8
Three ".....			2
Four ".....			2
One Mixed Winter.....			—
Two ".....			—
Three ".....			—
Four White Winter.....			—
No Grade.....			—
Rejected.....			1
Smutty White Winter.....			—
Total Winter Wheat { Cars.....	35	92	92
{ Bushels.....	40,250	105,800	110,400
Total Wheat..... { Cars.....	30,480	76,580	63,869
{ Bushels.....	35,052,000	88,067,000	76,642,800
Oats—			
Extra No. 1 C.W.....			1
Number One Canadian Western.....	6	13	42
" Two ".....	501	1,184	5,450
" Three ".....	331	724	1,423
Extra Number One Feed.....	993	1,604	1,361
Number One Feed.....	1,297	1,957	795
" Two ".....	1,072	1,680	1,550
Rejected.....	388	699	394
No Grade.....	654	782	2,089
Condemned.....	1	7	10
Mixed Grain.....	82	174	208
Mixed Grain No. 2.....			1
Total Oats..... { Cars.....	5,325	8,824	13,824
{ Bushels.....	10,383,750	17,206,800	29,339,200

Number of Cars of Grain and Total Quantities Inspected at Winnipeg and other Points in the Western Division for the Undermentioned Periods.—*Concluded.*

	Month of November, 1917.	Three Months ended November, 1917.	Three Months ended November, 1916.
	No.	No.	No.
Barley—			
Number Three Extra C.W.	4	15	32
" Three C.W.	254	901	1,058
" Four C.W.	587	1,252	1,256
Rejected.....	96	345	179
No Grade.....	144	351	325
Condemned.....			1,111
Smutty.....			-
Feed.....	192	396	-
Total Barley.....	1,277	3,260	3,961
	1,660,100	4,238,000	5,347,350
Flaxseed—			
Number One N. W. Canada	1,059	1,475	1,497
" 2 C. W.	132	150	142
" 3 C. W.	18	26	51
Rejected.....	3	5	10
No Grade.....	31	33	13
Condemned.....			-
Total Flaxseed.....	1,243	1,689	1,713
	1,367,300	1,857,900	1,469,950
Rye.....	96	248	76
	96,000	248,000	76,000
Screenings.....	156	353	128
	156,000	333,000	128,000
Speltz.....			-
			-
<i>Recapitulation.</i>			
Grain—			
Wheat.....	{ Cars... 30,480	76,580	63,869
	{ Bush... 35,052,000	18,067,000	76,642,800
Oats.....	{ Cars... 5,325	8,824	14,824
	{ Bush... 10,383,750	17,206,800	28,339,200
Barley.....	{ Cars... 1,277	3,260	3,961
	{ Bush... 1,660,100	4,238,000	5,347,350
Flaxseed	{ Cars... 1,243	1,689	1,713
	{ Bush... 1,367,300	1,857,900	1,469,950
Rye.....	{ Cars... 96	248	76
	{ Bush... 96,000	248,000	76,000
Screenings	{ Cars... 156	333	128
	{ Bush... 156,000	333,000	128,000
Speltz	{ Cars...		-
	{ Bush...		-
Total grain.....	{ Cars... 38,577	90,934	83,571
	{ Bush... 48,715,150	111,956,700	112,503,300
Canadian Pacific Railway	23,193	53,159	48,189
" " Calgary.....			1,708
Canadian Northern Railway.....	8,854	23,875	23,964
Great Northern Railway, Duluth.....	106	515	538
Grand Trunk Pacific	6,424	13,385	9,172
Total	38,577	90,934	83,571

RECAPITULATION—COMPARATIVE FIGURES FOR THREE MONTHS ENDING
NOVEMBER 30.

	Total Number of Cars.
1901-2.....	23,078
1902-3.....	23,193
1903-4.....	19,169
1904-5.....	20,805
1905-6.....	32,141
1906-7.....	29,847
1907-8.....	25,808
1908-9.....	48,898
1909-10.....	60,022
1910-11.....	50,157
1911-12.....	60,864
1912-13.....	75,251
1913-14.....	116,385
1914-15.....	68,442
1915-16.....	142,569
1916-17.....	83,571
1917-18.....	90,934

Receipts and Shipments of the Different Kinds of Grain at Fort William and Port Arthur during the Three Months ended November 30, 1917.

		Receipts						
		Wheat.	Oats.	Barley.	Flax.	Rye.	Total Mixed Grains.	
		Bush.	ush.	Bush.	Bush.	Bush.	Bush.	Lb.
September, 1917.....		12,062,125	41,414	596,291	49,407	15,168	13,137,038	1,278,330
October, 1917.....		31,401,473	2,933,796	1,247,671	288,637	53,854	35,905,431	2,366,760
November, 1917.....		35,967,089	5,863,068	1,370,831	1,289,022	50,217	44,339,727	4,907,063
Total, 3 months.....		79,430,517	9,211,011	3,214,293	1,427,066	119,239	9,3402,196	1,553,153
		Shipments.						
September, 1917.....	{ Lake.	6,511,467	396,634	92,793	129,710	.....	7,130,604	51,690
	{ Rail..	686,904	745,595	79,821	34,236	.....	1,546,556	3,515,272
October, 1917.....	{ Lake.	33,455,818	556,658	671,052	142,214	.....	34,825,742	146,020
	{ Rail..	585,070	1,257,336	135,412	29,174	.....	2,006,992	518,880
November, 1917.....	{ Lake.	32,768,672	2,544,098	1,698,570	856,472	.....	37,267,812	98,040
	{ Rail..	530,408	2,294,849	464,094	9,840	3,370	3,242,561	1,290,920
Total, 3 months.	{ Lake.	72,735,957	3,497,390	1,862,415	1,128,396	.....	79,224,158	296,750
	{ Rail..	1,802,382	4,297,780	619,327	73,250	3,370	6,996,109	5,375,072

TENDERS INVITED.

Australia.

Tender forms, specifications, and indents have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for equipment required by the New South Wales Government Railways, Sydney, N.S.W., and the Postmaster-General's Department, Sydney, N.S.W. These tender forms are open to the inspection of Canadian Manufacturers at the Department of Trade and Commerce, Ottawa (refer File No. 17424).

Particulars of the requirements are briefly outlined thus:—

NEW SOUTH WALES RAILWAYS.

The following indent has been forwarded by the New South Wales Government Railways, Sydney, to the Agent-General for New South Wales, 123 Cannon street, London, E.C., England:—

No.	Date.	Particulars.	Estimated Cost.
51-17.	July 23, 1917—4	35-ton electrically driven three-motor overhead travelling cranes . . .	£7,200 0s. 0d.

POSTMASTER-GENERAL'S DEPARTMENT, SYDNEY, N.S.W.

Tenders addressed to the Deputy Postmaster-General, Sydney, N.S.W., are as follows:—

Schedule.	Date Closing.	Particulars.
No. 643.	January 28, 1918—	1,000 line lamps.
No. 643.	" 28, 1918—	4,500 microphone mouthpieces.
No. 643.	" 28, 1918—	250 2-part plugs.
No. 643.	" 28, 1918—	440 strips double pole protectors.
No. 643.	" 28, 1918—	300 head pattern receivers.
No. 643.	" 28, 1918—	255 electrical registers.
No. 643.	" 28, 1918—	420 relays, as specified.
No. 643.	" 28, 1918—	2,500 fibre sleeves.
No. 643.	" 28, 1918—	130 strips sockets, as specified.
No. 643.	" 28, 1918—	1,120 resin cored solder.
No. 643.	" 28, 1918—	1,000,000 steel staples.
No. 643.	" 28, 1918—	700 switches, as specified.
No. 643.	" 28, 1918—	80 telephonometers.
No. 643.	" 28, 1918—	40 telephone transformers.

NEW SOUTH WALES GOVERNMENT RAILWAYS AND TRAMWAYS.

The following indent has been forwarded by the New South Wales Government Railways and Tramways, Sydney, to the Agent-General for New South Wales, 123 Cannon street, London, E.C., England:—

No.	Date.	Particulars.	Estimated Cost.
50-17.		Locomotive tires for maintenance as specified in indent	£15,600 0s. 0d.

South Africa.

REFRIGERATING PLANT AT JOHANNESBURG MUNICIPAL ABATTOIRS.

Tenders for the supply and erection of extensions to the refrigerating plant and setting up of refrigerating chambers at the municipal abattoirs, Newtown, Johannesburg, South Africa, have been received from Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, and may be seen at the Commercial Intelligence Branch of the Department of Trade and Commerce or may be had on application. (Refer File No. 19460.)

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1559. **Picks, pick handles, etc.**—A Glasgow firm wishes to place orders for picks, pick handles, etc., for direct shipment to South Africa, and to receive offers from Canadian manufacturers in a position to make prompt shipments.

1560. **Macaroni.**—A London firm asks to be placed in touch with Canadian manufacturers of macaroni.

1561. **Honey.**—A Lancashire firm desires the addresses of Canadian shippers of honey.

1562. **Oxides of nickel.**—A Midlands manufacturing company desires the addresses of Canadian producers and shippers of oxides of nickel.

1563. **Hardware.**—A London merchant wishes to arrange with a house or individual in Montreal to purchase Canadian hardware upon his behalf.

1564. **Confectionery and chewing gum.**—An important syndicate in Bradford, England, which purchase large quantities of confectionery and chewing gum wishes to make an arrangement to secure supplies of Canadian chewing gum. They would immediately give a sample order for 500 to 1,000 cases, cash against documents delivered Liverpool. Manufacturers are requested to send samples and prices.

1565. **Dry goods lines.**—An energetic firm of manufacturers' agents in Sydney, Australia, desires to receive offers from Canadian manufacturers of cottons, oilcloth, underwear, hosiery, etc., with a view to their representation in the leading Australian markets.

1566. **Photograph frames and mouldings.**—A firm in Sydney, Australia, having an established wholesale connection, asks for samples of picture and photograph frames and mouldings in either metal or wood. A large trade is promised for suitable goods.

1567. **Art pictures.**—Canadian producers of art pictures of all kinds, for varied purposes, are requested to send a few samples and their lowest wholesale quotations to large dealers in Sydney, Australia.

1568. **Pulp and mount boards.**—Samples and quotations for supplies of pulp boards and mount boards are asked for by large importers of these products in Australia. Quotations must be f.o.b. steamer at port of shipment.

1569. **Chemicals, drysalteries, etc.**—An old-established firm of merchants and indentors in Melbourne, Australia, specializing in chemicals and drysalteries, invites correspondence and quotations from Canadian manufacturers and exporters of these lines and also on all classes of raw materials used in manufacturing.

1570. **Manufacturers' agents.**—An Australian house, formerly agents for a New York commission house, desires to receive correspondence from leading Canadian manufacturers (not already represented in the Commonwealth) with a view to direct representation. They suggest that the time is now opportune to make definite arrangements in view of trade after the war.

1571. **Collapsible tubes.**—A wholesale drug company at Sydney, Australia, asks for samples of composition collapsible tubes (made of lead in centre and coated with tin inside and out, about 6 per cent tin in total tube); f.o.b. steamer quotations for large quantities are desired. Pure tin tubes are too costly for the purpose the composition tubes are required.

1572. **Furred skins.**—A manufacturing furrier at Sydney, Australia, desires quotations for various grades and qualities of Canadian furred skins, particularly natural musquash, white fox, red fox, squirrel, bear and ermine.

1573. **Butchers' wooden skewers.**—Melbourne, Australia, importers, with an established connection in butchers' supplies, are desirous of receiving samples and f.o.b. steamer quotations on large quantities of wooden skewers, 8-inch, 9-inch, and 10-inch.

1574. **Formaldehyde, 40 per cent.**—A Melbourne firm asks for samples and lowest wholesale f.o.b. steamer quotations on formaldehyde in wood casks.

1575. **Wood alcohol.**—An Australian firm, doing an extensive business in wood alcohol, invites samples and f.o.b. steamer quotations for large quantities of this spirit. The packing to be in casks, or preferably in steel drums containing up to 100 gallons. The samples must first be submitted to Government inspection and analysis before permission to import will be given.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

- *PART I.—CANADIAN TRADE. (*Price, 70 cents.*)
Imports into and Exports from Canada.
(Itemized and General Statements.)
- *PART II.—CANADIAN TRADE. (*Price, 15 cents.*)
 - 1. With France.
 - 2. With Germany.
 - 3. With United Kingdom.
 - 4. With United States.
- *PART III.—CANADIAN TRADE. (*Price, 20 cents.*)
With British and Foreign Countries.
(Except France, Germany, United Kingdom and United States.)
- *PART IV.—MISCELLANEOUS INFORMATION. (*Price, 5 cents.*)
Bounties.
Commercial Intelligence Service.
Gold and Silver Marking Act, Administration of.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage tables.
- *PART V.—GRAIN STATISTICS. (*Price, 25 cents.*)
- *PART VI.—SUBSIDIZED STEAMSHIP SERVICE. (*Price, 20 cents.*)
- *PART VII.—TRADE OF BRITISH AND FOREIGN COUNTRIES. (*Price, 35 cents.*)

Monthly Reports.

- Census and Statistics. (*Free.*)
- *Trade and Commerce. (*Price, 20 cents.*)

Weekly Bulletin. (*Free.*)

- (*Circulated within Canada only.*)
Containing Reports of Trade Commissioners and General Trade Information.

Supplements to Weekly Bulletin. (*Free.*)

- Trade of China and Japan.
- Russian Trade.
- Directory of Russian Importers.
- The German War and its relation to Canadian Trade.
- Handbook for Export to South America.
- Commercial Intelligence Service.
- Toy Making in Canada.
- The Timber Import Trade of Australia.

Export Directory of Canada. (*Free.*)

Directory of Foreign Importers. (*Free.*)

Canada and the British West Indies. (*Free.*)

Canada, the Country of the Twentieth Century. (*Price, cloth cover, \$1.00; paper cover, 75 cents.*)

- *Canada Year-Book. (*Price, \$1.00.*)
- *Census Returns. (*Price of volumes vary.*)
- *Criminal Statistics. (*Price, 25 cents.*)

Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, via Carlo, Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P. O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.* (Exports from Canada to Holland are at present prohibited.)

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9. *Petrograd, Russia.*

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C. 2, England. *Cable Address Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

N. D. Johnstson, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.* (Exports from Canada to Norway, Sweden and Denmark are at present prohibited.)

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

1407

Commercial Intelligence Journal

VOL. XVII.

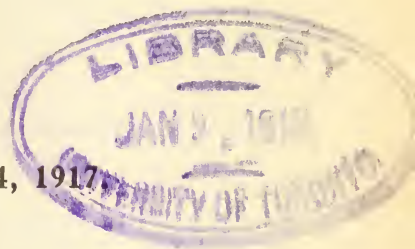
No. 726.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, DECEMBER 24, 1917



Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

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The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, December 24, 1917.

No. 726

HIDES FROM INDIA FOR INSPECTION OF CANADIAN TANNERS.

India is said to be the largest and most important producer of hides within the British Empire, the quantity of raw Indian cowhides (kips) available annually being about 11,000,000, of which about 3,000,000 are tanned in the country. Prior to the war about 5,000,000 hides were annually exported to Germany and Austria. The German market being cut off the British Government desires to secure a market within the British Empire for these hides, and it is hoped that even after the war is over Germany will no longer have the profit of treating these hides and selling the products to the world at large.

The Department of Trade and Commerce by arrangement with the Hides and Tanning Materials Committee of the Imperial Institute has secured a large number of samples of the Indian cowhides for exhibition in different centres where tanners may inspect them. These hides are now on exhibition in Toronto and will remain there until the 25th of January. The tanners of Ontario may inspect them on application to Mr. W. Canham, of Wilson & Canham, Limited, 36 Wellington street East, Toronto, who will have charge of them while they remain in Toronto. They will be afterwards exhibited in Quebec city and other centres. It is hoped that all the tanners of Ontario will avail themselves of the opportunity to inspect these hides while they are in Toronto.

Full particulars regarding these hides may be obtained from the Commercial Intelligence Branch of the Department of Trade and Commerce. (Refer File No. 18459.)

UNITED STATES EXPORT LICENSES FOR SEAMLESS STEEL BOILER TUBES.

Under date of December 11, the War Trade Board in Washington state that their attitude has been very liberal with respect to boiler tubes for Canada. They find, however, that the situation is a very serious one as far as seamless boiler tubes are concerned, and they would therefore impress upon all applicants for licenses the importance of substituting wherever possible lapwelded boiler tubes for seamless tubes, as they find it necessary to draw the lines very tightly with respect to the latter.

SOUTH AFRICA.

REPORT OF TRADE COMMISSIONER.

(Mr. W. J. Egan).

CAPE TOWN, S.A., October 5, 1917.

METAL FURNITURE FOR DOORS.

Door Knobs.

As with the handles and finger plates for door furniture, the plain styles in door knobs have much the larger sale in South Africa. All the prices quoted with the different illustrations are per set and subject to a 40 per cent discount f.o.b. United Kingdom ports.

The knobs shown in illustration No. 1 are the extremes in fancy patterns, which find a sale on this market. They are machine-made fronts and cast necks. Pattern "A" is a 2 $\frac{3}{4}$ -inch knob in brass at 3s. 9d., and antiqued copper, 4s. 3d. Pattern "B" is the same size, sold in brass at 4s. 3d. and copper at 5s. The fancy pattern "C" is in brass only at 4s. 6d. Pattern "D" is sold in brass at 4s. 3d. and copper at 5s. Pattern "E" is a 2 $\frac{1}{2}$ -inch knob, sold in brass at 6s. Pattern "F" is 2 $\frac{1}{4}$ -inch, sold in brass at 5s. Pattern "G" is a 2 $\frac{1}{2}$ -inch knob, sold in brass at 6s. Pattern "H" is one of the very few fancy pear-shaped handles, selling at 5s. 6d.

The knobs shown in illustration No. 2 are popular patterns and good sellers. Pattern "I" is sold in several sizes, 1 $\frac{3}{4}$ -inch, 2-inch, 2 $\frac{1}{4}$ -inch and 2 $\frac{1}{2}$ -inch. Brass at 4s. 3d., 4s. 9d., 5s. 3d., and 7s. Bronze metal at 5s. 4d., 6s. 4d., 7s. 6d., and 9s. Pattern "J" is a standard pattern, sold in one size only, selling in brass at 5s. 3d. and in bronze metal at 6s. 3d. Pattern "K" is also a good seller, this knob being one of the very few hammered front patterns sold in this country. This knob is sold in one size only, 1-inch, the price being, brass 5s. 6d. and bronze metal 6s. 6d. Pattern "L" is another popular pattern on public buildings. It is 1 $\frac{3}{4}$ -inch and sold with either cranked handle or knob for reverse side. The price in brass is 6s. 6d. and bronze metal at 8s. Pattern "M" is a very good seller, sold in two sizes, 1 $\frac{3}{4}$ -inch and 2 $\frac{1}{4}$ -inch. Brass at 4s. 3d. and 4s. 9d., bronze metal at 5s. 3d. and 5s. 9d. The beaded edge, as shown in pattern "N," is a fair seller, sold in 2 $\frac{1}{4}$ -inch, brass at 6s. 6d. and bronze metal at 8s. Pattern "O" shows an oval knob, hospital pattern, used by the Government in this country, and sold in 2 $\frac{1}{2}$ -inch only. Brass, 6s., and bronze metal at 7s.

The patterns shown in illustration No. 3 are the fancy patterns of the better grade knob. Pattern "P" is a 2-inch in brass at 12s. and bronze metal at 14s. 6d. Pattern "Q" is another 2 $\frac{1}{2}$ -inch oval knob sold in bronze metal at 15s. 6d., and in brass at 13s. Pattern "R" and "S" are in fair demand, the prices in brass 11s. and 12s. 6d., and in bronze metal 13s. 6d. and 15s. 6d. Pattern "T" is a good seller for fancy pattern; it is 1 $\frac{7}{8}$ inch in size sold in brass at 8s. 6d. and bronze metal at 10s. 6d.

Centre Door Knobs.

There is a good sale in South Africa for centre door knobs. These are made with screw at back, and the prices quoted are per each, and are f.o.b. United Kingdom ports and subject at 40 per cent discount. The plain patterns in these are the best sellers.

Style No. 1 is sold in sizes 2-inch, 2 $\frac{1}{4}$ -inch, 2 $\frac{1}{2}$ -inch, 2 $\frac{3}{4}$ -inch and 3-inch, at 1s. 9d., 2s. 2d., 2s. 6d., 3s. 3d., and 3s. 9d. Style No. 2 is a standard pattern 2 $\frac{1}{2}$ -inch, sold in brass at 4s. and bronze metal at 5s. Style No. 3 is a fair seller, 2 $\frac{1}{2}$ -inch size, in brass at 4s. and bronze metal at 6s. Style No. 4 is a popular pattern sold in three sizes 1 $\frac{1}{2}$ -inch, 2-inch and 2 $\frac{3}{4}$ -inch, at 2s. 6d., 3s. and 3s. 6d. in brass, and 3s. 4d., 4s. and 4s. 6d., in bronze metal. Style Nos. 5 and 6, are good sellers in antique coppered finish at

2s. 11d., and brass at 2s. 6d. Style No. 7 is a good selling pattern in brass at 5s. Style No. 8 is a fancy 3-inch pattern, sold in brass at 3s. 3d. and antique coppered at 4s.

Postal Handles.

Another class of metal furniture which meets with a good sale in South Africa is the postal handle or metal frame for letter space in doors. As with other metal furniture for doors, the plain neat designs are the best sellers. Letter plates, knockers, postal knockers and electric pushes of similar designs are also in demand. The prices quoted are per each and f.o.b. United Kingdom ports, and all prices are subject to 40 per cent discount.

Pattern No. 1 is for a postal handle size $9\frac{3}{4}$ -inch by $3\frac{1}{4}$ -inch. The price in brass is 9s. 9d. and bronze metal 12s. The letter plate to match in brass is 7s., and bronze metal 8s. 6d. Pattern No. 2 is a good seller, the size is $11\frac{1}{2}$ -inch by $2\frac{1}{2}$ -inch. The brass sells at 10s. and bronze metal at 12s. Letter plate at 4s. 6d., and 5s. 6d., and knockers 4s. 9d., and 5s. 9d. Pattern No. 3 is in size 13-inch by $2\frac{3}{4}$ -inch with $6\frac{1}{2}$ -inch in opening. Sold in brass at 10s., and bronze metal 12s. The letter plate size $10\frac{3}{4}$ -inch by $2\frac{3}{8}$ -inch, sells in brass at 5s. 9d., and bronze metal 6s. 6d. The knocker is quoted at 6s. 6d. and 7s. 6d. Pattern No. 4 is a large size $13\frac{3}{4}$ -inch by $2\frac{7}{8}$ -inch sold in brass at 11s. 10d. and bronze metal 13s. The letter plate is quoted at 5s. 6d. and 6s. 6d. The knockers at 6s. 10d. and 7s. 10d. Pattern No. 5 is one of the best sellers, in size $9\frac{1}{2}$ -inch by 3-inch, price in brass 7s. 6d., and bronze metal 9s. 3d. The letter plate is $9\frac{1}{2}$ -inch by 3-inch at 5s. 6d., and 6s. 9d. The knocker is 7-inch by $3\frac{3}{4}$ -inch selling at 5s. 3d. and 6s. 6d. Pattern No. 6 is also one of the good selling lines. The size is $9\frac{1}{8}$ -inch by $3\frac{3}{8}$ -inch, the price in brass is 7s. 6d., and in bronze metal 8s. 9d. The knocker is $6\frac{7}{8}$ -inch, price in brass 4s. 9d., and bronze metal 5s. 9d. The postal knocker in this pattern is quoted in brass at 10s. 6d., and bronze metal at 13s. The barrel electric push is priced at 2s. 6d. in brass, in bronze metal 13s. Pattern No. 7 is one of the good sellers in the better grade article. The postal handle in brass is quoted at 13s. 9d. and bronzed metal at 17s. 6d. Postal knocker is 12s. and 14s. 6d. The letter plate is 6-inch by $3\frac{1}{4}$ -inch, is 8s. 9d. and 11s. 6d. The knocker 10s. and 12s. 6d. and electric push 5s. 6d. and 7s. 6d.

(NOTE.—Illustrations and information regarding handles and finger plates for door furniture were published in *Weekly Bulletin* No. 724.)

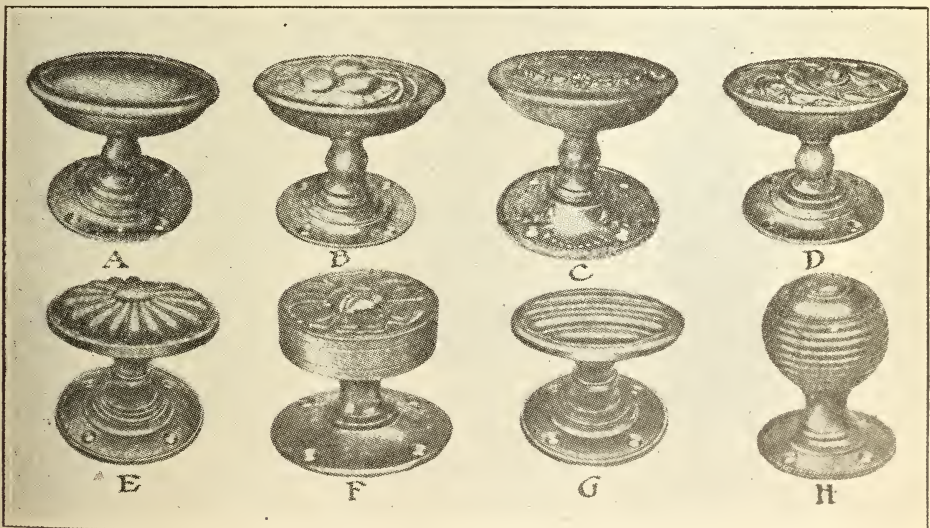


Illustration No. 1.

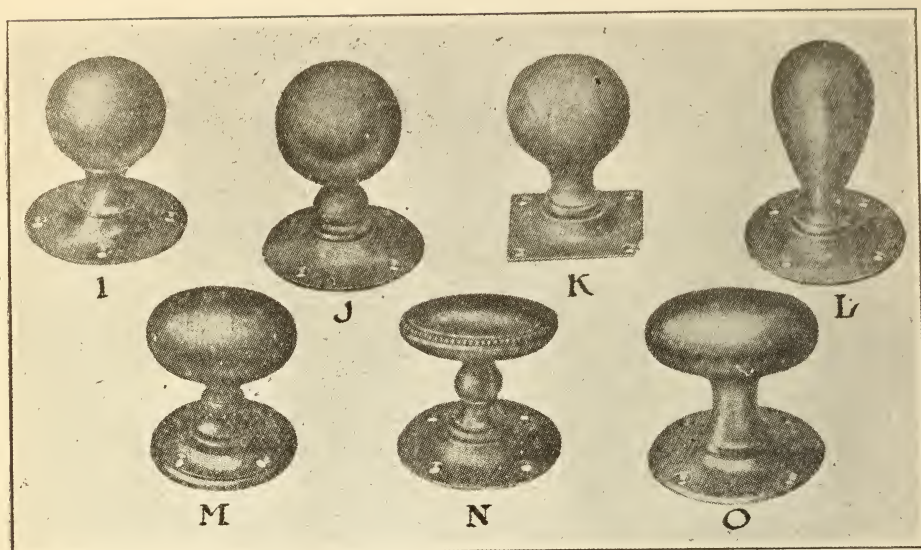


Illustration No. 2.

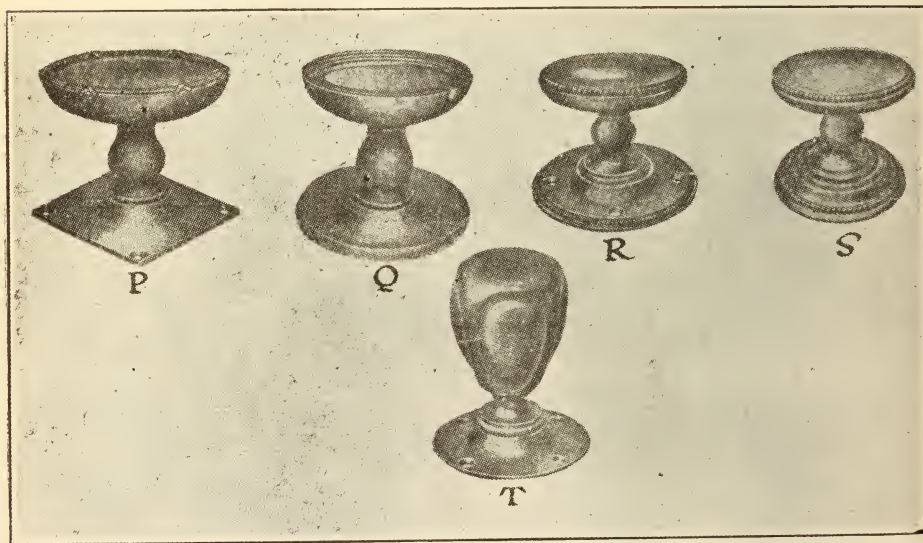
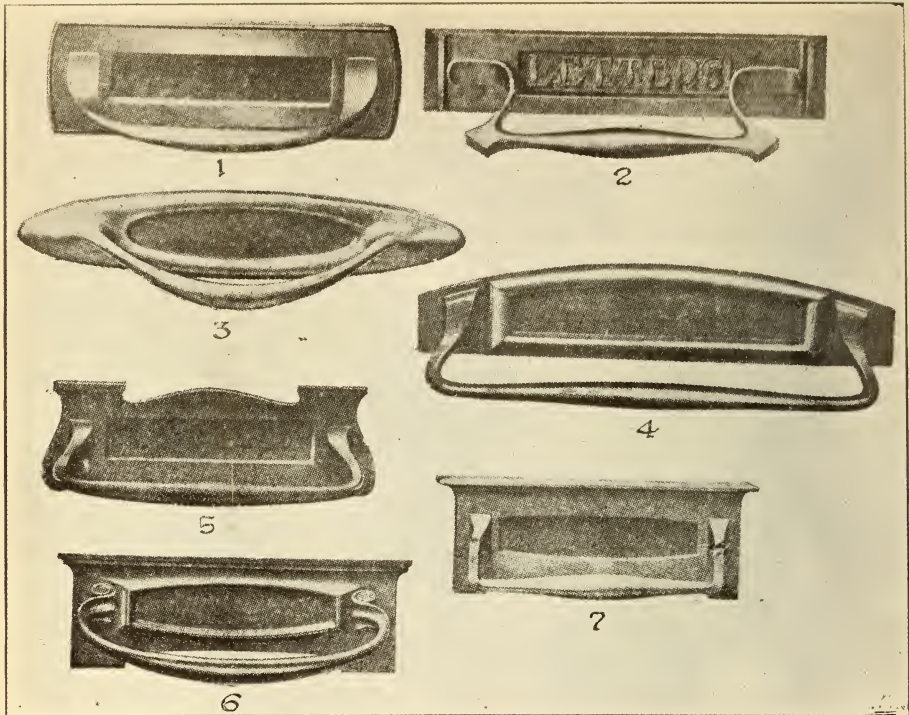


Illustration No. 3.



Centre Door Knobs.



Postal Handles.

BRITISH WEST INDIES.

REPORT OF TRADE COMMISSIONER.

(*Mr. E. H. S. Flood.*)

BARBADOS, October 27, 1917.

TRADE OF ST. VINCENT, 1916.

The report of the Treasury Department of St. Vincent for 1916, together with the usual financial statement, includes some general statistics of the trade of the colony, and would therefore be of interest to Canadian exporters. Since the war began there has been a steady decline in the revenue, and it was found necessary last year to increase the customs duties 25 per cent, and to raise slightly the excise and export duties, and the postage rate. The trade of the colony has also been declining, and since 1913 has fallen off nearly £50,000. Last year the imports valued £92,331, and exports £91,665, making a total trade for the year of £183,996. The imports last year, though slightly exceeding those of 1915, were probably in point of quantity somewhat less. The following statement will show the imports during the last four

years from the principal countries from which the colony has been receiving its supply:—

	1913.	1914.	1915.	1916.
United Kingdom.. . . .	£ 49,447	£ 41,132	£33,825	£36,619
Canada.. . . .	21,759	18,620	15,490	19,812
British West Indies.. . . .	11,319	9,024	7,531	7,551
Newfoundland.. . . .	5,862	5,349	5,592	2,326
United States.. . . .	22,903	24,396	21,464	21,005
Other countries.. . . .	11,596	10,798	6,990	5,018
	£122,886	£109,319	£90,892	£92,331

The Imports.

The imports for the year valued for food and drink £37,347, for manufactured goods and raw materials £51,722, and for miscellaneous £3,262, making a total of £92,331. The treasurer in his report makes no reference to the details of manufactured goods imported, but gives a table of the quantities of principal items of food imported in the last four years, as follows:—

Articles—	1913.	1914.	1915.	1916.
Biscuits, common.. . . .brl.	6,536	5,163	3,296	3,068
Cornmeal.. . . .bags.	858	641	354	282
Flour.. . . .	13,323	12,821	8,228	7,761
Rice.. . . .	3,213	2,782	2,065	1,865
Fish, dried.. . . .casks.	1,039	810	730	715
Beef and pork, salted.. . .brl.	542	535	394	410
Sugar, refined.. . . .	471	372	304	215
“ unrefined.. . . .	1,042	274	11½	½
Tea.. . . .lb.	4,692	4,231	3,763	3,061
Coffee, raw.. . . .bags.	177	140	140	138
Butter.. . . .lb.	39,864	30,734	24,854	22,302
Lard.. . . .	19,425	22,696	16,818	14,393
Oleomargarine.. . . .	15,440	16,869	13,995	14,478
Olive oil.. . . .gal.	1,453	1,129	1,067	508
Cottonseed oil.. . . .	3,463	3,880	2,217	3,044

Remarks on the Imports.

It will be noticed in the foregoing list that almost every item has suffered a decline, and this particularly in biscuits, flour, fish, and butter, items which are of some particular interest to Canadian exporters. It will be noticed further in looking over the imports by countries, that the greatest falling off is from the United Kingdom, and that there is a considerable falling off from Newfoundland and the British West Indies. The imports, however, from the United States and Canada have suffered relatively a less decline. No detailed information in regard to the countries of origin is given in the report under review, but it is known that in recent years the bulk of the flour has come from Canada, the bread and biscuits from Barbados, that Newfoundland has been supplying the greatest part of the dried fish, that butter has been coming from France and Denmark, and cornmeal, beef and pork from the United States.

Exports.

The exports have declined in the last two years about 10 per cent below the recent average. In the case of arrowroot, which is the leading staple, the decline was not attributed to a decreased output, but to a scarcity of tonnage; while in the case of cotton, which is next in importance, the falling off was due partly to the same cause and partly to a small crop. What is particularly noticeable is the increase in the exports to Canada, which were more than double the value in any previous year and amounted to \$10,010. There is nothing in the statistics to show in what consisted the increase, but as a much greater quantity of sugar was manufactured during the year, valuing nearly £10,000, it is probable that in this item the increase will be found.

The Starch Industry.

This is the leading industry of the colony, and in some years accounts for one-half the value of the exports. Last year, however, the export of arrowroot both in quantity and value fell off considerably, as did also cassava starch. The price of arrowroot, which has been gradually rising during the last few years, was maintained at a satisfactory level last year, and at the present moment is exceptionally high. The quantity and value of cassava exported have been declining for some reason, being probably due to greater local consumption. The following table shows the value of arrowroot and cassava exported in the last four years:—

Year.	Arrowroot. in Pound.	Value.	Cassava. in Pound.	Value.
1913..	4,327,036	£53,607	227,206	£1,570
1914..	4,618,347	57,806	160,564	1,088
1915..	5,290,781	44,689	111,722	504
1916..	4,441,242	37,619	182,004	860

Cotton.

The cotton industry comes next in importance to arrowroot in the value of the export. Last year this industry also suffered a decline, and in fact returned a value less than one-half that of either of the years 1913 or 1914. The reason assigned was the impossibility of obtaining tonnage, so that it was found impossible to make shipments. There appears, however, to be a less area planted in cotton in the last two years, probably due to the war, and attention given to ground provisions.

Cocoa and Sugar.

The cocoa industry is practically stationary, the export showing but a slight increase in the last ten years. The value of the export, however, keeps fairly high, and cocoa is still classed among the leading industries.

In the case of sugar there has been a distinct revival, due to the high prices obtained for this article. Estates on which old muscovado sugar machinery was still standing, improved their opportunity and planted cane. The value of the export in 1913 of sugar and molasses together amounted to only £344, but as a larger area was put in cane each year, the quantity and value of both sugar and molasses kept increasing, and together amounted last year to £10,995.

Minor Industries.

Among the minor industries are Indian corn, cocoanuts, ground nuts, and peas. Owing to the high price of flour, more attention has been given to the cultivation of Indian corn for local consumption, and facilities have been afforded by the Government to encourage the industry. Two small mills for grinding corn have been established and are now in operation. There is an extension also being made in the planting of cocoanut trees. Some of the groves are now coming into bearing, and it is probable that in the present year the first shipments of nuts and copra will be made. In some of the districts considerable activity is being shown in this cultivation, and the area under cocoanuts is estimated at between 2,000 and 3,000 acres. There is a small export of ground nuts and peas, and in the case of both the cultivation is extending. Prices generally were satisfactory through the year, and it is probable that the minor industries will continue to grow in importance.

Exports of Island Produce.

The following table gives the quantity and value of the principal and minor products of the colony exported in the years 1915 and 1916:—

Articles—	1915.		1916.	
	Quantity.	Value.	Quantity.	Value.
Arrowroot.. lb.	5,290,781	£44,689	£4,441,242	£37,619
Cassava starch"	111,722	504	182,004	860
Cotton, Sea Island"	323,324	20,604	208,388	13,893
" Marie Galante"	54,838	1,521	50,508	1,368
Cocoa.."	236,843	7,005	178,744	5,214
Sugar, crystallized . . . . ."	.....	.....	254,362	2,541
" Muscovado"	505,232	3,253	943,952	6,979
Syrup and molasses gal.	10,079	503	33,771	1,475
Cotton seed.. lb.	575,560	1,468	268,310	699
Pea nuts.. bush.	10,386	2,636	14,641	3,660
Peas, dried.."	2,737	1,017	6,418½	2,069
Firewood cords.	347	174	370½	185
Whale oil.. gal.	4,671	236	6,713½	375
Crude cottonseed oil"	5,207	528	4,200	684
Hides.. value.	.....	404	.....	327
Vegetables, fresh.. . . . ."	.....	1,873	.....	2,300
Spices.. lb.	12,340	210	11,967	125
Corn.. bush.	1,518	324	1,652	345
Animals.. value.	.....	5,054	.....	8,332
Fruit, fresh.. . . . ."	.....	92	.....	145
Rum.. gal.	.....	.....	8,732	1,310
Various, unspecified value.	.....	392	.....	1,160
.....	.....	£92,487	.....	£91,665

CHINA.

REPORT OF TRADE COMMISSIONER.

(Mr. J. W. Ross.)

SHANGHAI, October 15, 1917.

REVIEW OF THE TRADE OF CHINA FOR 1916—PART III.

Condensed Milk.

Imports of tinned milk into China suffered very little in 1916 when compared with former years, and the trade was seemingly little affected by increased cost, high freights, embargoes, etc. In no other single commodity are so many countries engaged in furnishing the demand as with tinned milk. No less than twenty-four sources of supply being recorded.

The following table will show the total quantities and values for the past four years, Table No. 2 will give the quantities furnished by each country in 1916.

Table No. 1.

Total Imports: Quantity and Value.

Year.	Dozens.	Hk. Tls.
1913..	£490,307	£791,546
1914..	540,799	923,965
1915..	397,640	723,178
1916..	500,119	894,057

Table No. 2.

Imports in 1916:—

Countries—	Quantity. Dozens.	Value. Hk. Tls.
Hong Kong..	160,485	289,781
Macao..	762	1,242
French Indo-China..	2,200	5,379
Siam..	—	—
Straits Settlements..	9,438	18,560
Dutch Indies..	—	—
British India..	776	1,746
Great Britain..	13,870	32,365
Norway..	19,140	31,461
Denmark..	2,940	5,239
Germany..	—	—
Holland..	—	—
Belgium..	—	—
France..	6,316	9,235
Switzerland..	—	—
Italy..	9,016	10,909
Austria-Hungary..	—	—
Korea..	1,551	2,667
Russia..	3,638	5,357
Japan..	28,668	54,062
Philippine Islands..	2,000	2,500
Canada..	21,080	37,038
United States..	218,215	386,470
Australia and New Zealand..	24	48
Total..	£500,119	£894,059

The continental countries of Germany, Holland, Belgium, Austria-Hungary, and Switzerland, which in former years furnished a fair proportion of the demand, did not supply any last year. The United States is shown to be the source of the greater portion of imports, and the quantity given as coming from Hong Kong was also no doubt mostly of American production, which was distributed throughout Southern China through that port.

Household Stores.

The above heading covers all such articles as, tinned fruit and vegetables, jams, jellies, pickles, sauces, tinned soup and fish, olive oil, spices and similar commodities.

The returns of trade of this class show little expansion in imports over the previous year, and a considerably lessened demand than in some former years. Such articles of food being more or less of the nature of luxuries, their consumption by the Chinese has never been very great, consequently the trade is small even in the best of years. The great bulk of the demand is for the use of the foreign population in the treaty ports, and by missionaries in the interior.

Total imports for four years:—

	Hk. Tls.
1913..	3,920,558
1914..	2,842,447
1915..	1,643,169
1916..	1,914,601

Biscuits.

The sale of foreign biscuits in China varies very little year by year; belonging to much the same class of provisions as household stores, they are much too expensive for the Chinese demand.

The trade for four years:—

	Hk. Tls.
1913..	181,824
1914..	224,005
1915..	155,283
1916..	192,397

The peculiarity of this trade is that Great Britain received well over 50 per cent of the total, in spite of the fact that the flour and sugar of which they are composed have both to be imported into that country. The United States comes after Great Britain in supplying the demand, but is a very long way behind the latter, Japan furnishes a small quantity and Australia and Canada still less.

Confectionery.

A small demand only exists in the Chinese markets for confectionery mostly for foreign consumption. The Chinese have their own sweets which are less expensive than those of foreign manufacture. For the past two years Canadian chocolate creams have been introduced and have met with a fair demand, and orders for a further supply for next winter's holiday trade have been given.

The imports for the four years were:—

	Hk. Tls.
1913..	348,077
1914..	245,502
1915..	231,764
1916..	251,564

Soap.

The uniformity of the amount of foreign soap consumed in China year by year is somewhat surprising. It would seem that the market had reached the maximum of its demands some years ago, and since that time the trade has stood still, and shows no increase; this is probably due to the fact that much soap is being manufactured within the country, therefore imports remain stationary and may not greatly expand within the immediate future.

The value of imports for the past four years was:—

	Hk. Tls.
1913..	2,697,662
1914..	2,587,234
1915..	2,391,278
1916..	2,607,419

Great Britain furnished 50 per cent of the total in every year even including war years. Imports from Japan increased last year, when they amounted to 35 per cent of the total, the balance was made up by several other countries, the chief amount coming from Russia. Price rather than quality seems to rule in this commodity, and Great Britain produces soap at a very low price and holds the trade.

Kerosene Oil.

Imports of kerosene oil decreased very considerably in 1916 below the figures of recent years, the loss being more than 37,000,000 gallons less than the imports of 1915, which was in itself an under-average year, American oil decreased by 20,000,000 gallons, Borneo oil by 13,000,000 gallons, and Sumatra oil by 11,000,000 gallons. On the other hand the cheaper Japanese oil increased by 5,000,000 gallons, Russian by 200,000 gallons, and other cheap oils by 1,500,000 gallons.

The following table will give the figures for the past four years, showing the magnitude of this very important trade.

	Quantity. American Gallons.	Value. Hk. Tls.
1913..	184,036,917	25,412,976
1914..	230,318,638	35,118,505
1915..	185,155,546	28,047,194
1916..	147,756,098	31,877,650

The above figures are interesting from the fact that although imports fell off by over 37,000,000 gallons, yet the value was greater by Hk. taels 3,800,000 than the

figure of 1915. The high cost of production, labour, tins and transportation so greatly enhanced the retail price of kerosene that great numbers of the Chinese people were forced to discontinue its use, and to revert to other forms of illuminants, native vegetable oil, home-made candles, etc.

Cigarettes.

Notwithstanding the war and the much talked of hard times and scarcity of money, a marvellous increase in the value of imported cigarettes is to be noted. According to the returns the value of the trade increased by over 100 per cent, yet the quantity remained practically the same. Two inferences may be drawn from this. Either the Chinese have developed a more refined taste and demand a higher-priced article than they have previously used, or, along with all other commodities, tobacco has so advanced, with high-priced labour and freights, even the very cheap cigarettes which the Chinese consume in such quantities have doubled in value within the past year. The latter is probably the correct reason.

The following figures show the great volume of this trade, which is chiefly in the hands of the British-American Tobacco Company, known throughout the East as the B.A.T.:—

	Mille.	Hk. Tls.
1913..	6,262,745	12,668,861
1914..	6,241,044	13,704,286
1915..	5,284,098	12,234,535
1916..	6,686,228	26,102,630

Matches.

Imports of matches remained practically the same in quantity as in the two preceding years, but the value increased by 1,800,000 Hk. taels over the figures of 1915. Japan controls the market, and scarcely any matches other than those of Japanese and Chinese manufacture are to be found. China manufactures a considerable quantity of matches, mostly in South Manchuria, but the output of the Chinese-made article has not materially affected imports of Japan matches within the past two years.

Total imports for four years were:—

	Quantity. Gross.	Value. Hk. Tls.
1913..	28,488,188	6,350,612
1914..	23,864,031	5,636,615
1915..	20,990,893	5,284,879
1916..	20,913,525	7,112,894

Wood-pulp.

Imports of wood-pulp for papermaking, although still of small quantity, materially increased in 1916, thus showing more activity in paper manufacture in China than in any former year. This is doubtless due to the fact that the Japanese interests now control the largest paper mill in Shanghai, which they are operating to its full capacity. Japanese have also secured the control of the two large paper mills at Hankow and Wuchang which were established by the Chinese Government, but under native management were idle a great part of the time. Once those mills are put into full operation more pulp will be required than has ever before been imported.

Imports for four years:—

	Quantity. Piculs or	Short Tons.	Value. Hk. Tls.
1913..	36,626	2,442	110,984
1914..	27,668	1,844	88,231
1915..	36,370	2,425	147,531
1916..	64,902	4,327	347,834

Countries of Origin, 1916.

	Piculs	or	Short Tons.
Great Britain.. . . .	21		1½
Sweden.. . . .	14,511		967½
Japan.. . . .	43,652		2,910
Canada.. . . .	3,360		224
United States.. . . .	3,358		224
Total.. . . .	64,902		4,327

Piculs 15 = 2,000 pounds.

Motor-cars.

Until some further extension of suitable roads is put under way in China, this market for motor-cars and similar vehicles cannot be of much account; for there are no roads whatever in China excepting a few of short distance around about three or four of the treaty ports. In Shanghai and its vicinity there is a fair mileage, constructed not by the Chinese but by the foreign settlement municipal council, and motoring is very freely indulged in both by the foreign residents and by the Chinese. Tientsin and Peking have a few roads, and there are some miles of roads of sorts at Hankow and Nanking, and thanks to the Germans there are many miles of excellent roads at Tsingtao, but apart from those places there are no roads suitable for carriages or motor-cars in the whole of China. With such conditions prevailing it is therefore not surprising that imports of motor-cars showed little increase over the figures of recent years.

The value only of imports is given in customs returns, and the number of cars is not recorded; all styles and names of cars are represented, the medium-priced ones being most in evidence. There are a few of the most stylish and up-to-date machines in Shanghai, and also a certain number of the lowest-priced cars, but those of medium cost outnumber all the others. The United States furnishes over 50 per cent of all cars imported. From import returns Canada is shown to have supplied a certain number. The following are the figures of values for four years:—

	Hk. taels.
1913.. . . .	522,542
1914.. . . .	600,130
1915.. . . .	412,854
1916.. . . .	719,767

Taking the value of the tael as 80 cents Canadian currency, the imports for 1916 would represent \$575,813 c.c. With an average cost of \$1,500 for each car, this would mean that 350 cars were imported last year approximately.

Bicycles and Motor-cycles.

The same restrictions which are placed upon motoring from the absence of roads, also apply to cycling and motor-cycling, and so neither amusement is very greatly indulged in. Bicycles were imported to the value of Hk. taels 109,000 in 1916, 75 per cent of which were cheap machines from Japan. All the better kinds of bicycles came from Great Britain with the exception of a small number from the United States valued at Hk. taels 4,000.

Motor-cycles.—The small number imported amounting in value to Hk. taels 34,615 came principally from the United States.

In respect to the Chinese trade it may be stated that it must be quite evident to the reader of the *Weekly Bulletin* that there are many lines of imports coming into China which are not included in the above list, but it has not been thought necessary to enumerate the multitude of small items and cheap articles of which a large portion

of China's import trade is made up, such lines of goods are now almost entirely furnished from Japan, although previous to the war Austria and Germany had a fair share of this business. They include such articles as men's straw hats, cheap rain-coats, umbrellas, hand-mirrors, cheap watches, low-priced boots and shoes, hosiery, travelling bags, buttons, silk and cotton gloves, small wares, and many lines of miscellaneous fancy goods.

Exports.

The leading feature in the returns of Chinese foreign trade for 1916 was the high point reached by exports. In no former year has China's trade with foreign countries so nearly balanced exports with imports as in 1916, the difference in favour of imports being only Hk. taels 34,609,629, as compared with a difference in balance of trade for 1913—the year preceding the war—of Hk. taels 166,857,000. On the face of the above figures this is a very favourable situation, yet when all is considered, the result might have been infinitely better had China taken full advantage of the unique opportunity presented to her, and had been better prepared to meet the situation. China has an abundance of many of the materials and products which have been so urgently needed by allied countries, and while the trade of Japan has expanded since the war as never before, the increase shown by China is of no great amount, and whereas there is still an adverse balance of trade against this country there might very well have been a complete reversal, and the balance a favourable one rather than the reverse. One item alone, that of sheep's wool is an example. Wool was never known to reach such a high price as during last year and this, yet exports from China did not increase, and there are still many hundreds of tons of wool in the interior of the country, which cannot be brought to the markets for want of transportation.

But to revert to the trade.

The following are the lines which were most conspicuous in their increase during the year:—

Antimony and antimony ore, copper.

Iron ore was less in quantity but higher in value.

Native white alum.

Eggs and egg products, such as albumen and yolk each increased by nearly Hk. taels 4,000,000.

Hemp fibre, flour, lard, tallow, shelled peanuts, all increased.

Exports of bean cake increased by over Hk. taels 5,000,000, and bean oil over Hk. taels 4,000,000, and wood oil by Hk. taels 2,500,000. Hides and skins increased by Hk. taels 2,300,000, and straw braid by 300,000 taels.

Silk.—Exports of some lines of silk increased very materially, while others decreased. The greatest increase was shown in white steam filature which increased from Hk. taels 40,200,000 to Hk. taels 53,700,000, a difference of Hk. taels 13,500,000. Yellow raw silk, hand reeled, increased by Hk. taels 600,000, and yellow raw silk, re-reeled, by Hk. taels 500,000. Waste silk increased by Hk. taels 2,450,000.

The lines which show decreased exports were: white raw silk, re-reeled, which decreased by 4,300,000 taels, yellow steam filature by Hk. taels 100,000, wild raw silk, hand reeled, Hk. taels 430,000, wild raw silk filature by Hk. taels 720,000, silk piece-goods by Hk. taels 650,000, and silk pongees by Hk. taels 890,000. The total increase in the value of the silk trade of 1916 over that of the preceding year being over Hk. taels 10,000,000.

Tea.—There were many factors which operated against the tea industry during the year, all of which tended to depress the trade and render the season unprofitable to the teamen. During the preceding year—when exchange was low—there was a brisk demand, and prices in local money ruled fairly high, with the result that both teamen and growers had an unusually profitable year; but with the gathering of the new crop of 1916 the situation had completely changed; silver had advanced to such an

extent that the price fixed in London or New York represented a very diminished value in native currency. Consequently the price that dealers could pay was much under the figures which prevailed in 1915. This condition had not been foreseen by the native teamen when contracting with planters, and the smaller men for the season crop, with the result that the tea was brought to the Hankow market at a figure which the foreign buyers could not touch. It is estimated the teamen suffered a loss on their commitments of 25 to 30 per cent. The weather during the first part of the tea picking was wet and unfavourable, and the tea in many districts could not be properly cured, and there was in consequence much tea of inferior quality. The low value of the rouble affected buying on Russian account to a marked extent, and the demand from England suffered by lack of shipping and other restrictions.

The result of all the unfavourable conditions was, that certain classes of tea were sold at a reduction of from 30 to 40 per cent of their value of the preceding year, and as to quantity, shipments of all kinds fell away from those of 1915. The following are the figures for both years:—

	1915. Piculs.	Value. Hk. Tls.	1916. Piculs.	Value. Hk. Tls.
Black tea..	771,141	27,596,791	648,228	18,970,992
Green tea..	306,324	15,250,729	298,728	14,230,307
Brick tea—Black.. . . .	390,074	8,883,090	396,369	7,976,736
Brick tea—Green.. . . .	251,244	2,786,774	163,816	1,742,479
Tablet tea..	30,712	796,551	26,669	565,135
Total.	1,749,495	55,313,935	1,533,810	43,486,649

Thus it is shown the exports for 1916 decreased in quantity by piculs 215,685, and in value by Hk. taels 11,827,286, under the trade of the year preceding.

Exchange.

Exchange ruled high during the whole year in sympathy with the advanced price of silver. The average for the Hai-kwan tael being 3 shillings and $3\frac{13}{16}$ pence (3s. $3\frac{13}{16}$ d.). Tael exchange had not previously reached such a high point since 1896. At the close of the year exchange was still high, and as we have subsequently found continued to soar to an unheard of height up to the date of this report.

As has been pointed out in many previous reports this constant fluctuation of exchange is a serious deterrent to foreign business, for a merchant is never quite certain what will be the sterling value of his stock or debts or securities at any given date in the future. All depends upon the price of silver at the time. The market is therefore always more or less speculative and uncertain, with heavy buying at times to take advantage of favourable exchange and depleted stocks at other times when low exchange adds to their cost. This situation has existed in China since the beginning of its trade with foreign countries, and there are no signs of any immediate change likely to take place.

PRELIMINARY STATEMENT OF THE TRADE OF CANADA FOR NOVEMBER.

Prepared by Trade Statistics Branch, Department of Trade and Commerce, Ottawa.

One Month, Eight Months and Twelve Months ending November, 1915, 1916 and 1917.

	Month of November.			Eight Months ending November.			Twelve Months ending November.		
	1915.	1916.	1917.	1915.	1916.	1917.	1915.	1916.	1917.
	\$	\$	\$	\$	\$	\$	\$	\$	\$
IMPORTS FOR CONSUMPTION.									
Dutiable goods.....	26,079,686	38,083,134	44,247,634	173,144,587	292,613,952	390,356,337	254,518,282	408,802,094	559,450,591
Free goods.....	19,137,873	34,496,311	28,460,805	125,088,015	242,126,988	310,453,802	180,731,684	335,489,605	431,949,511
Total imports (mdse.).....	45,217,559	72,579,445	72,708,439	298,232,602	534,740,940	700,810,139	435,249,966	744,291,699	1,011,400,102
*Coin and bullion.....	4,705,933	1,411,478	941,944	10,472,715	22,382,911	9,590,207	12,908,570	46,170,398	15,288,446
Total imports.....	49,923,492	73,990,923	73,650,383	308,705,317	557,123,851	710,400,346	448,158,536	790,462,097	1,026,688,518
Duty collected.....	9,440,315	12,116,329	12,829,858	62,063,175	94,293,643	114,936,020	87,618,645	136,159,221	168,265,607
EXPORTS.									
Canadian Produce—									
The mine.....	6,634,887	7,026,024	6,879,290	43,401,193	55,268,521	50,472,575	59,972,897	78,457,189	80,820,961
The fisheries.....	2,075,877	2,600,021	4,315,983	14,036,366	15,445,407	18,494,121	21,742,864	23,786,818	27,937,967
The forest.....	4,556,502	5,172,272	5,438,370	38,631,816	41,876,025	38,675,205	48,925,230	54,515,579	52,706,389
Animal produce.....	12,113,520	13,693,193	23,237,412	69,128,895	80,704,671	124,919,412	93,384,593	114,458,052	172,010,209
Agricultural products.....	53,936,887	36,789,632	77,961,781	153,117,173	270,287,892	384,121,556	193,513,711	366,781,913	487,297,365
Manufactures.....	13,231,022	44,119,094	68,947,268	97,588,572	263,580,148	489,327,640	137,702,849	408,026,574	703,147,168
Miscellaneous.....	383,271	248,714	555,181	3,458,401	4,479,975	3,262,472	3,879,908	7,814,506	5,136,051
Total Canadian produce.....	92,931,916	109,558,950	187,315,515	419,362,646	731,592,639	1,109,272,981	559,152,052	1,053,840,631	1,529,056,110
Foreign produce.....	1,504,177	2,243,423	7,442,979	32,552,594	14,528,131	32,869,695	39,589,854	19,664,969	46,176,896
Total exports (mdse.).....	94,436,093	111,802,373	194,758,493	451,915,240	746,120,770	1,142,142,676	598,741,903	1,073,505,600	1,575,233,006
*Coin and bullion.....	9,865,896	161,709	132,687	103,049,742	195,899,975	2,614,799	128,316,291	196,422,615	3,261,872
Total exports.....	104,301,989	111,964,082	194,891,180	554,965,032	942,020,745	1,144,757,475	727,058,197	1,269,928,215	1,578,494,878
AGGREGATE TRADE.									
Merchandise.....	139,653,652	184,381,818	267,466,932	750,147,842	1,280,861,710	1,842,952,815	1,033,991,872	1,817,797,299	2,586,633,108
Coin and bullion.....	14,671,829	1,573,187	1,074,631	113,522,507	218,282,886	12,205,006	141,224,861	242,593,013	18,550,288
Total trade.....	154,225,481	185,955,005	268,541,563	863,670,349	1,499,144,596	1,855,157,821	1,175,216,733	2,060,390,312	2,605,183,396

* NOTE.—It will be noted that the figures relating to the imports and exports of coin and bullion for the twelve months ending November, were: imports, 1915, \$12,908,570; 1916, \$46,170,398; 1917, \$15,288,416; and exports, 1915, \$128,316,291; 1916, \$196,422,615; 1917, \$3,261,872. Although it has been customary to include these figures in trade returns, the total trade figures are seriously disturbed by them in this instance and they should not be taken as an indication of the trade of Canada.

UNITED STATES GAINS IN EXPORTS OF DOMESTIC ANILINE DYES.

(United States Official Bulletin.)

Notwithstanding the constantly increasing demands of the domestic market and the handicap caused by munition manufacturers drawing more and more largely on the available supply of toluol and other coal-tar derivatives vitally essential as raw material for the dyestuff industry, exports of aniline colours during September show a gain over the preceding month of \$66,800, or 21.18 per cent, according to a statement issued by the Bureau of Foreign and Domestic Commerce of the Department of Commerce. September exports by customs districts indicate that \$261,454, or over two-thirds the total value of all aniline colours shipped abroad, passed through New York; \$47,913 through the Massachusetts district, \$6,515 through west coast districts, \$1,630 across our Mexican border, and the remainder through districts adjacent to Canada.

Total Exports for First Quarter.

The total exportation of aniline colors for the first quarter of the current fiscal year amounted to \$1,173,439, of which \$497,106 worth was shipped in July, distributed among 21 foreign countries; \$304,768 in August to 21 countries; and \$371,565 in September to 17 countries, or an average monthly exportation of \$391,146 for the first quarter in which aniline dyes are shown separately in the statistical classification.

England is our best customer so far, having taken \$195,195 of the aniline colours exported during the quarter ending September 30, 1917, followed by British India, with \$184,967; Canada, \$161,581; Spain, \$105,504; France, \$86,379; Japan, \$80,073; Mexico, \$75,353; Italy, \$67,484. and other countries with less extensive purchases.

United States Only Nation Meeting Emergency.

It is worthy of note that the United States is the only country which has succeeded in establishing, since the war began, a successful dyestuff industry capable of meeting not only the colour requirements of its domestic manufacturers of textiles, paper, paints and pigments, leather, straw, inks, stains, varnishes, waxes, etc., but of exporting considerable quantities to our allies and neutral countries.

Using the quarterly figures as a basis for the estimate, we are now exporting our surplus production of aniline colours at the rate of \$4,693,756 annually, or practically twice the value of our entire domestic production for the fiscal year, 1914, which amounted to \$2,470,096. This refers to values only, which are, of course, much higher comparatively at the present time.

Figures Cover Coal-Tar Dyes Only.

These figures of production and exportation apply to the coal-tar dyes only, and take no account of our equally well-developed trade in logwood extract, osage orange, and other vegetable colours.

MACHINERY AND MACHINE TOOLS FOR ARGENTINA.

(By Percy F. Martin, F.R.G.S., in the *British and Latin-American Trade Gazette*).

Probably at no time within the past twenty years have the stocks of practically all classes of machinery and machine tools been at so low a point in Argentina as to-day. The reasons are too apparent to need any comment—the lack of shipping to bring the goods, and the serious occupation upon war-needs of the factories that ordinarily supply them. The immense call after the war for these indispensable adjuncts to the economic expansion of the country will keep the factory chimneys smoking for many a long day to come.

At one time the British steam engine was predominant in Argentina, and no matter whether you were inspecting the premises of a bakery, an ice plant, a carpenter's shop or any other small industrial plant, you would be certain to see a British-made steam engine, working with that regularity and precision which have always distinguished such machines above all others on the market. Then came the gas-engine, and here, again, for long, the British-made article held the field. Of course, the power of these small engines is limited, ranging anywhere between 4 and 16 horse-power. Inasmuch as ordinary bakeries require from 6 to 8 horse-power; carpenter's shops from 6 to 16 horse-power; and the average ice-plant can do with between 8 to 16 horse-power: the sale of gas engines to such small establishments was very considerable. To-day they are still in demand, and for such modest industrial plants as milk and butter factories, farms, and private residences manufacturing their own electric light, they are still very popular. Just when the market seemed at our feet the ingenious Germans came along with their perfected invention which clearly indicated the difference between high and low grade engines.

It is very difficult for an inexperienced purchaser to resist the temptation to buy the cheapest article in the market. Consequently, the Germans have succeeded in swamping the South American markets with a cheap but worthless gas engine, just as they have succeeded, with an almost equal amount of success, in supplanting well made British and North American agricultural machinery and farm implements by articles of a very inferior quality. Moreover, while everyone realizes the inconveniences attaching to the belt drive and is, therefore, naturally inclined towards the direct connected type, the majority of the buyers in Argentina seem to purchase the belt driven machines because of the marked difference in the price of the two. Notwithstanding the inroad made by the Teutons into our one-time monopoly, the sale of British gas engines in Argentina is of great value.

The best market after the war will be found in crude oil engines of semi-Diesel type, as well as those of vertical and horizontal types. The vertical should be of small sizes adapted for pumping purposes in place of windmills—of which many thousands are in constant use throughout the Argentine Republic—or kept in reserve in connection with a windmill. To small farmers these engines are a godsend, and but few among them could resist a purchase, if the advantages of using one were clearly explained to them and facilities to pay for it were conceded. In the fewer, but still notable, number of cases where gas engines of a larger type are employed, the horizontal types are preferred, say, of 20 horse-power. In various parts of the country one may come across the semi-Diesel and Diesel type of engine.

Owing to the immense advance in the price of coal landed at the Argentine ports, there is naturally a keen desire to avoid its use as much as possible and to employ crude oil as fuel.

With the tendency among the railway corporations and the managers of the native owned railway lines to use oil burning locomotives (the experiments made in Costa

Rica, Bolivia and other Latin American States have proved decidedly encouraging), the demand for this fuel should become very pronounced. Certain it is that, as things are at present in regard to the price of coal, it is almost an impossibility to sell large-sized engines of inferior make, the question of fuel economy being the ruling factor. Only high-grade engines are being used in electric light plants and other important industrial establishments.

And there is another market in Argentina to which the attention of British manufacturers may be profitably directed at the present time, that is for sugar-crushing mills and distilling equipments. I have not the space this month to speak at length of the favourable openings existing in a neighbouring state—that of Peru—but I hope to be able to do so upon some future occasion. For the moment I would call the attention of my readers to the openings in the Argentine Republic, where some of the finest installations of British manufacture are already at work. Taking the whole of the established sugar mills, there are probably not fewer than 40 of first-class importance working to-day, and of these fully 27 are located in the one Province of Tucuman. Additionally, there are three in the Province of Santa Fé, one in Corrientes, two in Salta, three in Jujuy, one in Formosa and from three to five in the Chaco.

As to the character of the installations adopted by the larger mill-owners in Argentina, I am glad to say that most of them have come to recognize the undoubted superiority of British-made sugar machinery. I have seen very few North American, Austrian or German installations in Argentina, although I have encountered these upon rare occasions in Chile and Peru. Britain should find an attractive field for enterprise in the sugar producing provinces of Argentina.

All of the factories visited by me seemed to be well provided with repair shops, and to have first-class installations of tools

GERMAN ECONOMIC ORGANIZATION.

PROGRESS IN SYNDICATION AND CONCENTRATION DURING THE WAR.

(*Board of Trade Journal.*)

PART I.

Boot Industry.

The necessary legal powers for the compulsory reduction of the number of working boot factories in Germany, and for the compensation of the suppressed firms, were created by a Bundesrat Order of March 17. The provisions of the Order are of interest, being the first example of a novel procedure which it was contemplated would be applied to other industries, and which, in fact, have subsequently been applied to the boot trade and the soap industry, as mentioned below.

The method adopted was "compulsory syndication," a method which had already been applied to dealers in animals for slaughter (cattle trade combines). As in that case, the effect was to bring the whole business, down to the minutest details, under strict central and bureaucratic control. At the same time, production within specified limits was made compulsory.

The central authority is a Supervisory Committee ("*Ueberwachungsausschuss*") of the Boot Industry, the members of which are appointed by the Imperial Chancellor. A representative of the Chancellor attends its meetings in an advisory capacity, and may suspend its decisions for review by the Chancellor, who must be kept informed of all important events. The Supervisory Committee is kept in touch with the views of the boot trade and the public by an Advisory Committee of seven

members, selected from the trade and the consumers by the Chancellor. It is a legal person.

The functions of the Supervisory Committee include:—

(a) The determination in individual cases whether a firm falls within the rules requiring membership of a compulsory company, and of the shares to be taken by each firm.

(b) The supervision over the companies; appointment and dismissal of their directorates; determination of the kind and quantity of footwear to be produced by each member, of the principles governing the purchase prices of the companies, of their conditions and prices of sale, and of the distribution of their gross profits between administration costs, dividends, and contributions to the Supervisory Committee's equalization fund and general expenses; and examination and approval of their balance sheets.

(c) The distribution of raw materials, and of army and navy contracts. Any disposal made by individual firms of materials supplied by the committee, or goods made therefrom, is legally invalid, if the permission of the committee has not been obtained.

(d) The power to lay under embargo and requisition for a company the plant, materials and finished goods of any bootmaker.

(e) The administration of an Equalization Fund ("*Ausgleichskasse*"), raised by contributions from the companies, from which grants are to be made to those companies whose dividends, when compared with the turnover of the members in the period from July 1, 1913, to June 30, 1914, are in consequence of its measures less favourable than the average for all the companies.

The expenses of the Supervisory Committee are met by a levy upon the companies.

The individual bootmaking firms were compulsorily combined to form companies under the style of "Footwear Manufacture and Sale Companies," with a capital of 100,000 marks each. Areas were determined by the Chancellor, for each of which a company was formed to include all the firms in the area. Eleven such companies have been formed, and their combined areas of operations appear to cover the whole Empire.

The functions of the companies are to enforce the orders of the Supervisory Committee upon the individual firms, and to conduct the greater part of the wholesale trade in footwear.

The individual firms must manufacture footwear as required by the Supervisory Committee, which determines finally their share in manufacture. They must obey the requirements of their company in the manufacture of footwear for sale; they are answerable to it for good workmanship, etc., and, subject to an appeal to arbitration, they must sell their output to it at prices fixed by the directorate in the manner prescribed by the Supervisory Committee. Two per thousand of the monthly output of each firm (at least one pair) is released from this obligation. It is a criminal offence for a person declared to be a member of a company to manufacture footwear except by permission of the Supervisory Committee, or to destroy or otherwise use contrary to its instructions materials obtained from or through it. Dues must be paid to the directorate in respect of plant, land and buildings employed for other purposes. The surrenderable output is sold by and for account of the company, in the manner and at the prices prescribed by the Supervisory Committee. Disputes between a company and its shareholder firms or its customers as to delivery of goods are arbitrable before a special standing board appointed for the district by the State Government. A company may enforce in the ordinary courts claims for damages against its members arising out of their default.

The dividends of the companies, including profits from military contracts and grants (if any) from the Equalization Fund, will, it is stated, be distributed among their members in proportion to their production in the period from July 1, 1913, to June 30, 1914, irrespective of whether or not they are actually at work. It is for

this reason that dues are payable for plant and land used otherwise than in the service of the companies. For the protection of firms shut down, footwear sold through the companies must not bear any name or trade mark.

Boot Trade.

Compulsory syndication of the German boot manufacturing industry was followed after an interval by the compulsory syndication of the trade in boots, which was effected by a Bundersrat Order of July 26. The organization created for the trade was similar to that created for the industry. Dealers were compulsorily formed into companies for the distribution of new footwear, particularly the output of the syndicated boot industry and imported footwear.

Tanneries.

Consideration has also been given to the question of the amalgamation of the German tanneries, but the special circumstances of the industry are understood to have caused serious difficulties.

Soap Industry.

A Bundersrat Order of June 9, and an Order of the Chancellor thereunder of the same date, established the compulsory syndication of German manufacturers of fatty washing materials (which alone may be described as "soap"), of the same general character as the compulsory syndication of the boot and shoe manufacturers. The Orders had effect as from July 1 last.

By fatty washing materials are meant washing materials containing oleic, fatty or resinous acids, their salts, or other organic acids which, either as acid or salts, have a cleansing or purifying effect.

All the above-mentioned raw materials are controlled by the War Committee for Vegetable and Animal Oils and Fats, and since last August only the larger soap factories have been supplied, smaller concerns being left to find what compensation they could in the sale of soap supplied to them on special terms by the larger concerns.

The new syndicate consists of only one company, under the style "Soap Manufacturer and Sale Company." Its headquarters are at Berlin. The capital is 40,000,000 marks. All soap manufacturers established before August 1, 1914, are compulsory members unless they are exempted by the Supervisory Committee. The Chancellor may allow other manufacturers to join, on application from the State Governments. The constitution of the syndicate is bureaucratic.

NOTE.—In the next number of the *Weekly Bulletin* the second instalment of this article on German economic organization will be published. It will include iron and steel industries, tools and agricultural machinery, fine iron plates, gas and heating tubes, munitions, graphite, machinery and other industries.

INCREASED DIRECT TAXATION IN NEW SOUTH WALES.

FROM REPORT OF COMMERCIAL AGENT.

(*Mr. B. Millin.*)

SYDNEY, November 1, 1917.

Direct taxation in this state has increased very considerably during the last few years as the following comparison shows:—

	1914-15.	1915-16.	1916-17.
Income tax..	£1,653,923	£1,707,403	£1,973,477
Stamp and probate duties	1,104,391	1,168,546	1,376,980
Land tax..	3,346	3,190	3,215
Motor vehicle tax..	45,055	54,868	67,044
Licenses..	148,955	151,884	154,806
Betting taxes.. . . . .	.....	31,330	53,883
Total..	£2,955,670	£3,117,221	£3,629,405

Out of the latest increase of £512,184 in the above total, £226,074 is accounted for by income tax, and the balance largely by probate duties. In 1913-14 the total direct taxation of the state was £2,330,005 and in 1912-13 it was £1,405,360. As compared with 1912-13 the total for 1916-17 shows an increase of about 158 per cent. The amount collected in income tax is nearly three times as great as four years ago. The revenue now being derived by the totalisators on race courses in the state (which are under Government supervision) has not appeared in the above statement as the figures are for the year ended June 30. The machines have only been working since that date.

NECESSITY FOR INCREASED COLD STORAGE SPACE IN UNITED KINGDOM.

FROM REPORT OF TRADE COMMISSIONER.

LONDON, November 13, 1917.

(*Mr. Harrison Watson.*)

The recognized necessity for holding in the United Kingdom, for the safety of the nation, a much greater supply of food than in the past, and the decision that this shall cover the requirements for three months, obviously entails the provision of sufficient cold storage accommodation for that purpose, and the subject is now receiving considerable attention.

In this connection the Empire Resources Development Committee has issued a memorandum in support of their contention that the establishment of additional accommodation is not only urgent, but that the whole of the cold storage plants in the country should be co-ordinated under Government control.

The report points out that at present the industry is in the hands of private owners whose establishments are determined as to number and location more by the opportunities of unorganized private enterprise than by the needs of the country as a whole. The result is that whereas certain ports and large centres of population

possess facilities more or less sufficient for the needs of the moment, other important towns, which under a government scheme might serve as the distributing centres for large and populous areas, are seriously deficient.

At a meeting of the Cold Storage and Ice Association recently held it was stated that the total available refrigerated accommodation in this country at the time the war broke out could be estimated at 30,000,000 cubic feet, more than one-third of which is located in the Metropolitan area, while the memorandum already quoted states that including a number of establishments for the storage of hops, there are in the London district some fifty different refrigerating stores, with an aggregate capacity of about 15,000,000 cubic feet, of which the extensive plant of the Port of London Authority has approximately 2,300,000 cubic feet. Liverpool is credited with some twenty establishments with a capacity of 3,000,000 cubic feet, and Manchester with seven or eight establishments aggregating a little over 1,000,000 cubic feet.

Many important centres like Edinburgh, Belfast, Doncaster, Exeter, Leeds, Plymouth, Sheffield, and Lowestoft, own but one or two cold storage establishments, and these of relatively small capacity in view of the possible development of the fishing and other trades and industries making use of cold storage.

The memorandum of the Empire Resources Development Committee further emphasizes the advantages of uniformity of rates under government control, of the erection, under a co-ordinated scheme, of new establishments in suitable localities, and also of an expeditious service of refrigerating vans in connection therewith.

A speaker at the previously-mentioned Cold Storage and Ice Association meeting stated that not only had there been no addition to cold storage accommodation since the war, but the completion of refrigerated establishments which were in process of construction has been prevented.

The Director of Cold Storage and Inland Transport of Food, who was present, announced that he felt that for the safety of the nation 10,000,000 cubic feet additional cold storage space should be provided at the earliest possible moment, but added that of the new space arranged for, the cost of which would be about \$2,500,000, not a single cent had been or would be furnished by the Government; it would all be done by private enterprise.

A NEW DANISH BUTTER SUBSTITUTE.

FROM REPORT OF COMMERCIAL AGENT.

(*Mr. C. E. Sontum.*)

CHRISTIANIA, October 30, 1917.

In Denmark, which under normal circumstances has plenty of butter and fats, the shortage of butter is more and more felt, especially since the margarine factories have been obliged to stop or decrease their output to a minimum.

According to Danish newspapers, a director at one of the Danish creameries has invented a new butter substitute, called "Butyrum." This product is said to have a good and fresh taste and can be sold about 80 per cent cheaper than the present prices of natural butter. A patent on the matter is pending, and the inventor offers the same for sale.

PRICES FOR CERTAIN CUBAN COMMODITIES.

Mr. J. C. Manzer, Acting Canadian Trade Commissioner, Havana, has forwarded under date December 1, 1917, the following market prices for certain commodities:—

LUMBER.

Prices are very firm for all grades. Most of the supplies are received from United States Gulf of Mexico ports. Schooner W. F. White from Bridgeport, Nova Scotia, arrived this week with cargo of spruce lumber.

POTATOES.

The arrivals in Cuba for the past month have been heavy, and prices have declined somewhat. The total arrivals of potatoes at the port of Havana for the month of November were 104,642 sacks and barrels, of this amount 86,580 were from Canada and were sold for over half a million dollars.

HAY.

Prices on hay are the highest ever known in Cuba. It is impossible at the present time to get transportation for hay from Canada to Cuba.

OATS.

Sales of oats have been made the last few days at a price above a dollar a bushel c.i.f. Havana. No supplies are coming from Canada.

CODFISH.

Although large quantities of codfish are arriving weekly prices are being maintained. The total arrivals for the month of November at the port of Havana were 17,613 cases and 647 drums. Of this amount 12,610 came from Canada and were sold for over \$200,000.

Following are this week's prices on a number of articles of interest to Canadian dealers.

Lumber (pine)	\$50 00 to \$60 00 per M.
" (spruce)	40 00 to 45 00 "
Potatoes	6 00 to 6 25 for sacks of 180 pounds.
Oats	1 00 to 1 05 per bushel.
Hay	45 00 to 50 00 per ton.
Codfish	17 00 to 19 00 per cwt.

NEW SOUTH WALES WHEAT PROSPECTS.

FROM REPORT OF COMMERCIAL AGENT.

(Mr. B. Millin.)

SYDNEY, November 1, 1917.

Bounteous rains have fallen over the greater part of the wheat districts of New South Wales, and, owing to the fact that mild weather has followed, crops are responding splendidly to the improved conditions. There is now a good prospect, if the weather remains normal, of at least a moderate wheat yield in not only the state of New South Wales, but the state of Queensland. Certain parts of the wheat districts have, however, received much more rain than is required and consequently in low lying places crops are showing signs of going off in consequence.

The mouse plague appears to have abated, but it remains to be proved whether it is only a temporary relief. With the return of warmer weather it is anticipated that a recurrence of the plague might be looked for.

The official estimate of the area under wheat in this state places the acreage as 3,812,500, as against 4,510,192 acres last year, a decrease of 697,692 acres or about 15 per cent.

It is estimated that the area cut for grain this season will be 3,356,830 acres, 455,670 acres being estimated as likely to be cut for hay.

Statistics for the state of Queensland are not yet available.

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended December 1, 1917, have been furnished by Mr. Enrique R. Margarit, S. en C., 66 San Ignacio St., Havana:—

FISH IN DRUMS.

Importation:

November 27, ss. *Limon*, 135 drums.
" 27, ss. *W. T. White*, 186 drums.

In spite of the fact that the arrivals of fish in drums have been of not much importance, the situation for this article remains unchanged, due to the lack of demand in evidence at the present time, but some animation is expected soon in consequence of the preparation in the interior of the country for the next cane sugar grinding season. We quote codfish at 12½ cents per pound, haddock at 12½ cents and hake at 11 cents.

CODFISH IN CASES.

Importation:

November 27, ss. *Limon*, 3,575 cases from Boston.
" 27, ss. *W. T. White*, 398 cases from Bridgewater.

A very light demand has prevailed this week for codfish in cases and, therefore, the tone of the market has been rather weak, but holders have sustained their prices and we can quote at \$15 to \$18 per case for that from United States and Canada.

HERRINGS.

The market for bloaters continues unchanged, with the same price of 1½ per large box in evidence.

GOUDA CHEESE.

No change is noted on the market for Gouda cheese and we continue quoting at 35 to 55 cents per pound for a similar sort produced in the United States.

POTATOES.

Importation:

500 bags from Tampara, Fla., U.S.
1,022 bags and 2,122 barrels from New York.
5,456 bags and 6,230 barrels from Boston, Mass.

The stocks on the market are too heavy. The result of this circumstance has been a decline in prices, notwithstanding the present active demand in evidence for potatoes and we quote at 4 cents per pound and \$6.50 per Canadian barrel.

EXCHANGES.

New York, s/d. one-half per cent premium.
London, s/d. at \$4.78 per £.

NOTES ON FOREIGN TRADE.

Encouragement of the Iron Industry in Japan.

With reference to the notice on page 1213 of *Weekly Bulletin* No. 722 relative to a Japanese law having for its object the encouragement of the iron industry in Japan, the following information from the Board of Trade Journal is a translation of supplementary regulations, the promulgation of which is required to render the measure complete:—

These supplementary regulations, which are embodied in Imperial Ordinances (Nos. 125 and 126) dated 29th August, declare that the law was to come into operation as from 1st September last. The regulations provide that an iron works which is entitled to expropriate or utilize land in accordance with the law must be a business connected with the production of pig-iron, steel, rolled steel materials (including rails and fish plates), materials for making forged or cast steel manufactures, or such by-products as are indicated by the Minister of Agriculture and Commerce. The same regulation applies with regard to an iron works which is entitled to exemption from business and income tax.

Another regulation provides that the standard composition of pig-iron low in phosphorus is not to be more than .04 per cent of phosphorus.

A feature of the regulations is the concession in respect of exemption from import duties on implements, machinery, and other materials required for the use of the iron industry in Japan; a full summary of the regulations in this respect, and of an order made thereunder by the Japanese Department of Agriculture and Commerce, appears below.

With regard to concessions in respect of exemption from import duties, article 12 of the Imperial Ordinance (No. 126) of the 29th August provides that the implements, machinery and other materials entitled to exemption from import duty shall be designated by the Minister of Agriculture and Commerce, and shall be restricted

to articles for the use of such iron manufacturing businesses as are enumerated in article 1, i.e., a business connected with the manufacture of pig-iron, steel, rolled steel material (including rails and fishplates), material for making forged or cast steel wares, or such by-products as are indicated by the Minister of Agriculture and Commerce. Duty free admission of the articles concerned in favour of any particular firm shall be conditional upon a permit having previously been obtained from the Minister of Agriculture and Commerce, and such permit must be annexed to the import declaration made when the goods are imported.

An order (No. 18) of the Department of Agriculture and Commerce, dated the 30th August, enumerates the by-products referred to in article 1 of the Imperial Ordinance (these are: slag wool, slag brick, slag tile, tar, anhydrous tar, oils—light, medium and heavy, pitch, ammonia, ammonia liquor, sulphate of ammonia, crude naphthaline, anthracene benzol, xylol, toluol, solvent naphtha), and contains the following list of articles which may be exempted from import duty under the Law and Ordinance:—

Machinery for hoisting and conveying raw materials or manufactured goods; crushers; iron ore separators; magnetic separators; briquetting machines and accessories; constructional metal fittings and accessories for blast furnaces, coke ovens, mixing furnaces, re-heating furnaces, open hearths, converters, tilting steel furnaces, electric furnaces, gas generators, melting furnaces, and dust catchers; fireproof materials for blast furnaces, hot stoves, coke ovens, mixing furnaces, and steel furnaces, winding machinery and chargers for blast furnaces; moulds; blowers of not less than 200 cub. met. per minute capacity; air dryers and accessories; gas purifiers and accessories; coal washers and accessories; chargers for coke ovens, extractors and stamping machinery; coke oven by-product collectors and accessories; boilers and accessories; gas engines and gas electric generators of not less than 500 horse-power; ladle cranes; steel furnace chargers; ingot extractors; ingot wagons; machinery for handling ingots and blooms in connection with melting furnaces or uniform heating furnaces; rolling mill and accessory moving machinery, controlling machinery and controlling tables; transporting tables for rolling workshops, saws, shears, winding machines and coolers for the same; drilling, punching, and straightening machinery, and saws and shears for adjusting purposes; rollers; roll grinders; pinion tooth cutters; hammers, steam hammers and hydraulic presses for forging steel materials; testing machinery; iron frames, plated iron sheets, glass plate, and metal fittings for workshop construction.

In making application for permission to import any of the above-mentioned articles free of duty, the following particulars are to be furnished:—

1. Description, nature, capacity, number, and estimated value of the articles to be imported.
2. The uses to which the articles are destined, the location of the factory in which they are to be utilized, and an explanation of other parts of the equipment.
3. The reasons necessitating importation.
4. The name of the manufacturer and of the exporter, and the anticipated date of importation.

State Fruit Preserving and Canning Factory to be Established in New South Wales.

(Board of Trade Journal.)

H.M. Trade Commissioner in Australia (Mr. G. T. Milne) reports, under date August 21, that, after a considerable amount of research in order to ascertain the commercial prospects of such an enterprise, the New South Wales Government Water Supply and Irrigation Commission has undertaken to establish a large fruit preserving and canning factory at Yanco, the centre of the Murrumbidgee irrigation area, 367 miles south of Sydney. The carrying out of the project will include the provision of buildings (now being erected), equipped with modern appliances, and the installation

of a complete plant for making tin cans. The total estimated expenditure is placed at £90,000. A representative of the Commission has been inquiring into the latest methods of canning and packing fruit in the United States, with a view to making arrangements for the purchase in that country of the machinery and equipment required for the undertaking. Mr. Milne adds that it was not considered that United Kingdom manufacturers would be in a position to supply the Commission's immediate requirements for plant and equipment under the existing unsettled conditions, but that it might be advisable for firms interested to inform the Secretary of the Commission as to their products, with a view to future business. The address of the secretary is Perpetual Trustee Buildings, Hunter Street, Sydney.

Catalogues of Electro-medical Supplies Wanted in Jamaica.

(Consul Charles L. Latham, Kingston, Jamaica, United States Commerce Reports.)

Dr. J. E. Ker, chief medical officer, Kingston, has requested this office to obtain for him catalogues and literature from American manufacturers of electro-medical apparatus, particularly those used for ionization. Dr. Ker states that he will also be glad to receive communications and trade literature from American manufacturers and firms handling medical apparatus in general.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending December 14, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	296,364	304,726	87,324		688,414
Consolidated Elevator Co.	60,495	98,948	59,452	6,340	225,235
Empire Elevator Co.	229,195	185,951	32,984	56,252	504,382
Ogilvie Flour Mills Co.	220,249	63,857	56,519		340,625
Western Terminal Elevator Co.	27,347	113,507	15,414	74,249	230,517
G.T. Pacific	551,705	666,833	172,355	98,103	1,488,996
Grain Growers' Grain Co.	238,882	276,607	50,616		566,105
Fort William Elevator Co.	74,568	200,258	75,298	19,324	369,448
Eastern Terminal Elevator Co.	104,358	106,492	14,715		225,565
Northwestern	105,997				105,997
Port Arthur—					
Port Arthur Elevator Co.	375,812	388,447	194,507	50,291	979,057
D. Horn & Co.	58,136	46,352	17,836	44,910	167,234
Canadian Government Elevator	158,649	55,206	52,182	36,406	275,443
Thunder Bay	138,967	242,073	65,941	32,365	479,346
Davidson & Smith.	185,517	191,867	51,703	283	429,370
Total Terminal Elevators.....	2,826,241	2,911,125	919,845	418,573	7,075,734
Saskatoon Dom. Govt. Elevator.....	3,046	756,163		104	759,313
Moosejaw Dom. Govt. Elevator.....	34,498	440,322		1,066	475,886
Calgary.....	26,726	219,243	8,067	1,885	255,921
Vancouver.....	7,367	6,427	3,245		17,139
Total Interior Terminal Elevators.....	71,637	1,422,155	11,412	3,055	1,508,259
Depot Harbour.....	1,470,543				1,470,543
Midland—					
Aberdeen Elevator Co.	473,845	425,440	19,997		919,282
Midland Elevator Co.	702,088	164,937	67,595		934,621
Tiffin, G.T.P.	1,760,191	136,235	209,673		2,106,097
Port McNicol	3,172,388	350,032	125,045		3,647,465
Collingwood	93,184				93,184
Goderich	722,488	176,840	50,948	13,599	963,875
Western Canada Flour Mills Co. Ltd.	586,084				586,084
Kingston—					
Montreal Transportation Co.					
Commercial Elevator Co.	1,932	32,103	1,633		35,668
Port Colborne	1,533,247	726,082			2,259,329
Prescott					
Montreal—					
Harbour Commissioners No. 1.	1,397,830	140,351	143,764		1,681,945
" " No. 2.	913,359	160,509	11,280		1,085,148
Montreal Warehousing Co.	2,011,764	16,470			2,028,234
Quebec Harbour Commissioners.	1,855	40,526			42,381
West St. John, N.B.	817,858	42,145	281,289		1,141,292
Halifax, N.S.					
Total Public Elevators.....	15,658,656	2,411,669	911,224	13,599	18,995,148
Total quantity in store.....	18,556,534	5,744,949	1,842,481	435,177	27,579,141

NOTE: There are 12,237 bush. U.S. corn and 20,968 bush. U.S. rye in store at the Harbour Commissioner's Elevator No. 2.

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East, on December 14, 1917, with comparisons for three years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>December 14, 1917—</i>			
Terminal elevators	2,826,241	4,249,493	7,075,734
Interior terminals.....	71,637	1,436,622	1,508,259
Public elevators in the East.....	15,658,656	3,336,492	18,995,148
Total.....	18,556,534	9,023,607	27,579,141
<i>December 15, 1916—</i>			
Terminal elevators	13,055,239	8,304,919	21,360,151
Interior terminals.....	691,687	407,161	1,098,848
Public elevators in the East.	5,808,904	9,914,677	15,723,581
Total	19,555,830	18,626,757	38,182,587
<i>December 17, 1915—</i>			
Terminal elevators.....	9,235,859	4,723,434	13,959,293
Interior terminals	850,966	107,787	958,753
Public elevators in the East.....	8,280,852	6,672,388	14,953,240
Total.....	18,367,677	11,503,609	29,871,286
<i>December 17, 1914—</i>			
Terminal elevators.....	3,808,259	2,615,118	6,423,377
Interior terminals.....	1,742,801	876,727	2,619,618
Public elevators in the East.....	8,812,167	5,077,700	13,889,867
Total.....	14,363,317	8,569,545	22,932,862

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended December 14, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.
Wheat—				
No. 1 Hard	9,354		48,009	57,363
No. 1 Northern	712,035	17,284	5,939,004	6,668,323
No. 2 "	480,669	6,765	4,098,953	4,586,387
No. 3 "	279,910	1,655	2,436,542	2,718,107
No. 4 Wheat	171,326	2,493	1,221,133	1,393,957
No. 5 "	164,964	10,024	231,861	406,849
No. 6 "	111,126	6,629	18,114	135,869
Other	896,857	26,782	1,665,040	2,588,679
Totals	2,826,241	71,637	15,658,656	18,556,534
Oats—				
No. 1 C. W.	10,591			10,591
No. 2 "	438,138	364,518	1,033,454	1,836,110
No. 3 "	203,897	128,407	158,639	490,943
Ex. No. 1 Feed	337,681	475,552	206,389	1,019,622
No. 1 Feed	522,041	312,037	307,678	1,141,756
No. 2 "	419,920	82,326	245,947	748,193
Other	978,857	59,315	459,562	1,497,734
Totals	2,911,125	1,422,155	2,411,669	6,744,949
Barley—				
No. 3 extra C. W.	4,474			4,474
No. 3 C. W.	143,951	8,225	246,316	398,492
No. 4 "	292,789	2,444	361,716	656,949
Feed	137,079	743	22,131	159,953
Rejected	203,510		38,516	242,026
Other	138,042		242,545	380,587
Totals	919,845	11,412	911,224	1,842,481
Flax—				
No. 1 Northwestern Canada	299,095	2,777		301,872
No. 2 C. W.	81,832	162		81,994
No. 3 "	18,871	12		18,883
Rejected				
Other	18,725	104	13,599	32,428
Totals	418,523	3,055	13,599	435,177
Corn				
Total quantity in store	7,075,734	1,508,259	18,995,148	27,579,141

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1576. **Aceto-arsenite of copper.**—A firm in the South of England asks for the addresses of Canadian manufacturers who can supply genuine aceto-arsenite of copper (emerald green) dry colours, for which they are prepared to place an order.

1577. **Egg yolks in powdered form.**—A Liverpool firm asks to be placed in touch with Canadian manufacturers of egg yolks in powdered form.

1578. **Condensed milk.**—A Liverpool firm wishes to secure supplies. Exporters are asked to send samples with offers. Would buy or arrange to act as wholesale distributors on behalf of a firm in a position to do a large business.

1579. **Canned herrings and sardines.**—A Liverpool firm, with important canned salmon connection, wishes to hear from exporters of the above who wish to arrange for the wholesale distribution of their products in England.

1580. **Nickel oxide, white powdered arsenic, sodium acetate.**—A firm in Liverpool wishes to get into communication with exporters of the above lines.

1581. **Canned herrings and sardines.**—A Liverpool firm wishes to secure supplies for sale on a commission basis.

1582. **Spokes, wire nails, bolts and nuts, files, brushes, brooms, handles, coffins (oak and elm), coffin furnishings, closet seats, enamelware.**—A Cheltenham, England, firm wishes to hear from Canadian exporters of these lines.

1583. Bolts and nuts.—A firm in Gloucester would be glad to get into communication with a Canadian manufacturer of bolts, nuts, etc. They want cup square $\frac{3}{4}$ -inch by $\frac{1}{16}$ to 12 by $\frac{1}{2}$ -inch; bright motor hex round hex, general assortment; bright washers, taper pins (bright steel), set screws and split washers.

1584. Barbed wire.—A Gloucester firm asks for quotations on from 15 to 29-ton lots of barbed wire, 4 point thick, set in $\frac{3}{4}$ and $\frac{1}{2}$ cwt. reels, principally the latter.

1585. Wire nails.—Will Canadian manufacturers of wire nails with supplies for present or future delivery communicate with a firm in Gloucester, Eng. Rounds and ovals in all sizes $\frac{3}{4}$ inch to 6 inches required in 1 cwt. gross paper-lined bags and not kegs.

1586. Spokes.—A Gloucester, Eng., firm wants dressed oak spokes for coaches XX and XXX, in sizes $1\frac{1}{2}$ inch to $3\frac{1}{4}$ inches by 28 inches long. Quotations for 25-case lots (case about 4 feet by 3 feet).

1587. Cardboard.—A Bristol box manufacturer desires to import cardboard from Canada.

1588. Tractor cultivators.—A Gloucester firm is prepared to purchase tractor cultivators having solid steel tines, from 11 to 15 in number. They should be stronger and wheels should be higher than ordinary cultivator for use with tractors. Should be at a price which would sell from £25 to £30 (\$121 to \$146).

1589. Hand-seed sowers.—Hand-seed sowers are required to sow broadcast wheat, barley, rye, turnip, flax, grass seed, etc., to sell to farmer at about 25s. (\$6.08).

1590. Small churns.—A Gloucester firm has a market for small churns.

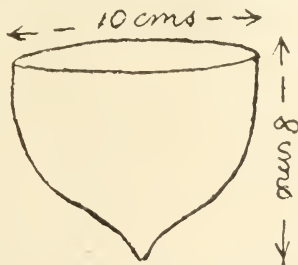
1591. Strainers.—A firm in Gloucester desires to buy strainers of tinned sheet-metal.

1592. Stacking elevators.—Canadian manufacturers of agricultural machinery having stacking elevators for export are requested to communicate with a Gloucester firm.

1593. Limewashing and spraying machines.—A Gloucester firm has sale for these machines for spraying potatoes, fruit trees, plants and shrubs; also stationary lime-washer. Will Canadian exporters communicate.

1594. Agency for British Isles.—A company is being formed in London, England, to represent Canadian manufacturers as their sole agents for the British Isles. Their representative is now in Canada and will be pleased to interview any company that is open to offer such agencies. The company will handle all classes of goods, sending out travellers through the country.

1595. Latex cups.—An important firm in Manchester, England, wishes to secure in Canada 40,000 latex cups to be used on a rubber plantation. These cups are in the shape of a half lemon, as shown in the accompanying sketch. They are required for



shipment to the Belgian Congo. The sizes are as follows: Inside, 10 centimeters; depth, 8 centimeters; thickness, 5 millimeters; the edges to be perfectly smooth. Prices should be quoted f.o.b. St. John, N.B., or New York.

1596. An English house representing important interests in South Africa wishes to obtain Canadian supplies of the following articles: **Steel piping**, possible annual business £50,000 to £100,000. **Galvanized and black piping**, ranging from $\frac{1}{2}$ inch upwards. **Ploughs**: single furrow, ranging from 8-inch, 10-inch and 12-inch cut; type A.C. Series made by Empire Plough Co., U.S.A.—steel handles. Has in hand an immediate order for 1,000 per annum. Make price quotations f.o.b. Montreal. **Harrows**: Special frame sigsag, special stamped steel tooth, order in hand for 1,000 sets. **Cultivators**: 5, 7 and 8-tooth; type now manufactured by Empire Plough Company. **Wire**: For fencing and baling purposes; plain steel (not woven fencing); galvanized and black. Boiler plaster. **Steel rails** for small railways: Narrow gauge for use in mines and on plantation windmills and steel pumping rods. **Metallic roofing**. All quotations to be f.o.b. Montreal or New York and deliveries to be made as early as possible. If deliveries cannot be made within a reasonable time, state earliest possibility.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

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- Grain Inspection in Canada. (*Free.*)
- List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Cancoma.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, via Carlo, Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P. O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.* (Exports from Canada to Holland are at present prohibited.)

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9. *Petrograd, Russia.*

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C. 2, England. *Cable Address Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.* (Exports from Canada to Norway, Sweden and Denmark are at present prohibited.)

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostok, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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CANADA
DEPARTMENT OF TRADE AND COMMERCE
COMMERCIAL INTELLIGENCE BRANCH

VOL. XVII.

No. 727.



WEEKLY BULLETIN

Containing Reports of Trade Commissioners and Commercial Agents,
Trade Inquiries and other Commercial Information.

MONDAY, DECEMBER 31, 1917.

Published by Authority of Rt. Hon. Sir George E. Foster, K.C.M.G., M.P.
(Minister of Trade and Commerce).

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1917

The Commercial Intelligence Service.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian Manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market.

The Department gathers, compiles and publishes in the Weekly Bulletin and supplements thereto a large volume of useful commercial information. Persons desiring it and interested in Canadian production or export may have their names placed on the regular mailing list on application to the Department of Trade and Commerce, Ottawa. There is no subscription to the Weekly Bulletin but its circulation is strictly confined to Canada.

The Department invites correspondence from Canadian manufacturers and exporters upon all trade matters.

New Canadian Industries.

If you know of any new industry being started in Canada at any time, write to the Commercial Intelligence Branch, of the Department of Trade and Commerce, Ottawa, giving particulars thereof.

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa.

Monday, December 31, 1917.

No. 727

UNITED STATES PRIORITY ASSISTANCE.

The following information regarding United States priority assistance is published for the use of any Canadian firms who may be interested:—

1. It is impossible to give a list of the articles requiring priority certificates at the present time. The Priorities Committee in Washington do not desire applications for priority assistance to be made, unless the United States manufacturer definitely states that he needs a priority certificate before he can execute the order.

2. All orders and work, under priority regulations, are divided into three general classes, Class "A," Class "B," and Class "C," with various subdivisions of each class. Orders and work in Class "A" take precedence of work in Classes "B" and "C." Orders and work in Class "B" take precedence of orders and work in Class "C," irrespective of the date when the orders were received.

3. Class "A" comprises war work, that is to say orders and work urgently necessary in carrying on the war, such as arms, ammunition, ships, etc., and the material required in the manufacture of the same.

4. Class "B" comprises orders and work which are not primarily designed for the prosecution of the war, yet are of public interest and essential to the national welfare, or otherwise of exceptional importance.

5. Class "C" comprises all orders and work not embraced in Class "A" or Class "B," and no certificate from the Priorities Committee is required therefor.

6. All materials required in the manufacture of an article, or in the prosecution of any work, will be entitled to take the class of such article or work, unless otherwise specified in the certificate covering same.

7. Applications for Principal Class "A" certificates are to be made out on Form P.C. 1 to the Priorities Committee by the contracting officer or agency of any nation associated with the United States in the war. Accordingly, applications for priority assistance for use in work for the Canadian Government, may properly be signed by the contracting officer of the Government Department with whom the contracts originated.

8. After a Principal Class "A" certificate is issued, it will be sent from Washington to the United States manufacturer, enabling him to execute the order, and if he requires any materials or machinery to assist in executing the order or work, he should make application to the Priorities Committee on Form P.C. 3 for a subsidiary Class "A" certificate, at the same time quoting the number of principal priority certificate, which he has received covering the work in question.

9. Applications for Principal Class "B" certificates are to be made out on Form P.C. 7 and signed by the Canadian firm for the expedition of whose contract the priority is desired, and if the application is approved by the Priorities Committee, they will issue a Class "B" certificate direct to the United States manufacturer.

10. If the United States manufacturer desires a subsidiary Class "B" certificate to enable him to carry out the work covered by the Principal Class "B" certificate, he should make application direct to the Priorities Committee on Form P.C. 9, giving the number of the Principal Class "B" certificate which he has received covering the work in question.

11. Form P.C. 5 is provided for the purpose of making applications for subsidiary Class "A" priority certificates under orders existing September 21, 1917, where no principal certificate has been issued, and should be signed by the Canadian firm who have placed the contract with the United States manufacturer for the work or material in question.

12. Copies of the above forms P.C. 1, P.C. 3, P.C. 5, P.C. 7 and P.C. 9 may be obtained on application to the Department of Trade and Commerce. When an application has been properly made out and signed and approved by this Department, two copies will be sent by this Department to the British War Mission, Munsey Building, Washington, D.C., together with a communication recommending that the necessary priority certificate be issued. The British War Mission will then keep one copy on file in their office and present the other to the Priorities Committee. The priority certificate, if issued, will be sent to the United States manufacturer, and at the same time the British War Mission will advise this Department accordingly, and we in turn will advise the Canadian firm interested, to this effect. Applications for Principal Priority certificates should therefore be made out in triplicate.

13. The Priorities Committee have ruled that applications for certificates which are subsidiary to principal certificates, on which this Department has already passed judgment, may be forwarded direct by the United States firm making the application to the Priorities Committee, Council of National Defence Building, 18th and D street, Washington, D.C., except where in special cases the Priorities Committee may request us for a recommendation.

14. Any further information in regard to United States Priority certificates will be forwarded upon application to the Department of Trade and Commerce.

CANADIAN GOODS IN TRANSIT VIA THE UNITED STATES.

The War Trade Board at Washington has advised the Department of Trade and Commerce that commodities passing through the United States in transit and not for consumption in that country do not require an import license.

All United States' collectors of customs have these instructions, and there should be no delay as to any goods coming within that category.

ITALY.

REPORT OF TRADE COMMISSIONER.

(*Mr. W. McL. Clarke.*)

MILAN, November 15, 1917.

FACTS ABOUT ITALIAN FISHING INDUSTRY.

Although a country pre-eminently maritime by its geographical position, Italy imports in normal times from foreign countries about \$12,000,000 to \$13,000,000 worth of fresh and conserved fish every year.

It has been stated that the exploitation of the Italian fisheries is not essentially regarded as an industry and is considered of far less importance than the development of the mines and of agriculture. Consequently fish is often an article of luxury

on the people's menu and always an expensive food item. When landed Italian fish costs about 12 cents per kilogramme (2½ pound), as compared with the English landed cost of less than 3 cents per kilogramme, and fresh fish on the Roman and Milanese markets sells for double what it does in London.

The Italian fishing fleet has normally about 27,000 boats employed in its operations, although hardly any of these are engine driven, and any attempts which have been made to establish a steam fishing fleet have up to now met with failure.

During the last normal year (1913) the production of the Italian fisheries, including tunny, was valued at \$4,467,200. With the 114,532 men engaged it will be observed that the average production of the individual fisherman was approximately \$40 a head per annum, or a little more than 8 per cent of the production of the individual Canadian fisherman. It has been argued, therefore, on the grounds of the relatively small return derived from the Italian fishermen, and because of the almost complete absence of steam vessels for the harvesting of the fisheries, that there is need of general organized efforts and the employment of technical devices for a more successful prosecution of the industry.

SUGGESTIONS FOR BETTERING THE NATIVE INDUSTRY.

A few suggestions for bettering the native fishing situation have been recently pointed out by the author of *La Nuova Italia Industriale*.

1. Special harbour accommodation and facilities should be provided.
2. Refrigeratories in the greatest centres of fish production are needed.
3. The monopoly of the middleman, who is said to exploit the fisherman, should be destroyed.
4. Greater Government assistance is required.
5. The establishing of railway refrigeration and the linking up of the railways with the fish centres themselves are recommended.
6. The immense value of fish hatcheries and retaining ponds, which are now lacking in Italy, should not be overlooked.

CONSERVED FISH.

Normally the importation of fresh fish into Italy reaches practically the same figures as Italy's exports of this product, each amounting to about \$600,000 annually.

Sixty-five per cent of Italy's total imports of fish, however, come under the heading of dried and smoked fish, consisting of cod, stockfish, and herrings, and which are derived from Canada, Newfoundland, Norway, France and Great Britain. This class of importation had a value of \$7,200,000 in the year 1913.

The value of fish preserved in oil imported into Italy in normal times is about \$4,000,000 annually, \$1,600,000 of which is attributed to the imports of tunny from Portugal, Spain and Tunis, while \$600,000 represents the value of the sardine importations, which are derived almost exclusively from Portugal.

Although Italy's importation of tunny under oil is affected by the customs duty of 30 lire per quintal (\$6 per 220½ pounds), the trade in this line is particularly active, about 40,000 quintals (88,000 cwt.) arriving in 1913. This quantity in fact approximates the tunny production of the native Italian industries in Sicily and Sardinia, which, famed though they are, produce only 45,000 quintals (99,000 cwt.) of fresh tunny per year. As Italy exports annually about \$100,000 worth of conserved tunny to the South American countries, her production of this commodity only covers but one-half of the internal consumption.

The industry for packing sardines (in oil) is relatively active along the Tuscan shore, about 700,000 boxes being turned out in a normal year. Other smaller establishments are situated at Anzio, a little south of Rome, and at other points in the lower Tyrrhenian sea.

Another industry which at one time showed signs of promise was the preserving of fish in brine, especially carp, at points in the lagoons of Venice, but any progress made was arrested by certain conditions dependent upon fiscal questions appertaining to salt.

REVIEW OF THE FISH TRADE FOR 1916.

A new decline is registered in Italy's importation of fish for 1916, which, according to provisional figures, amounted to 880,457 cwt., valued at \$9,620,000. The following statistics give the total quantity and value of Italian fish imports including caviar and other eggs of fish for the last four years.

Imports for 1913-16.

Year.	Quantity. Cwt.	Value.
1916..	880,457	\$ 9,620,000
1915..	1,074,231	12,380,000
1914..	1,290,152	11,840,000
1913..	1,508,115	12,740,000

This falling off in Italy's importation of fish for 1916 is considered serious in view of the advantages to be derived from rendering this food product a substitute for meat, increasingly more accessible to the Italian consumer. In view of this advantage, the Italian Government has undertaken on its own account the importation of certain types of dried and smoked fish.

The importation of sardines (pressed) and of pilchards, however, shows a slight increase due to the larger purchases made in Spain. The same may be stated of the importation of fish in brine or pickle, larger supplies of this product also arriving from Spain. As regards fish in boxes, there has been an appreciable decrease, especially in the importations from Spain and Portugal. Most serious of all, however, is considered the decrease recorded in the importation of cod and stockfish, specially as regards the decreasing quantities exported from Canada, Denmark and Norway. In 1916 Italy's total imports of cod and stockfish amounted to 407,741 cwt., in 1915 to 614,163 cwt., and in 1914 to 733,301 cwt.; the year 1916 thus showing a decrease of 206,422 cwt. over the year 1915, and of 325,560 cwt. over the year 1914.

THE QUINQUENNIAL, 1909-14.

During the quinquennial period from 1909 to 1914, the imports of dried and conserved fish into Italy averaged approximately 1,408,000 cwts. a year with an annual value of \$11,600,000.

These imports may be classified as follows, cod and stockfish, sardines (dried or smoked), herrings (dried or smoked), salted fish and tunny, sardines and anchovies in oil.

Cod and Stockfish.

The imports of cod and stockfish for this quinquennial period oscillate between 770,000 and 990,000 cwts. a year with an annual value of \$6,400,000 to \$8,000,000. Of the total amount imported about one-quarter came from Canada (which according to Italian trade returns includes Newfoundland), a little over one-third from Norway, and the rest principally from Denmark, Great Britain and France.

Sardines (Dried or Smoked).

Official statistics show that from 44,000 cwts. to 88,000 cwts. of sardines (dried and smoked) were imported annually into Italy during the quinquennial (1909 to 1914) with a value ranging from \$200,000 to \$400,000. The countries of origin were principally Great Britain and Spain.

Herrings (Dried or Smoked).

The quantity of dried and smoked herrings imported annually into Italy during the years 1909-14 varied from 110,000 cwts. to 165,000 cwts., valued at \$400,000 to \$600,000. Great Britain was almost exclusively the source of supply.

Salted Fish.

The annual imports of salted fish during the quinquennial amounted to from 187,000 cwts. to 220,000 cwts., valued at \$1,400,000 to \$1,600,000. Two-thirds of the total imports came from Spain with about one-fifth each from Algiers and Portugal.

Tunny in Oil.

The imports of tunny in oil into Italy amounted annually for this period to from 770,000 cwts. to 990,000 cwts., valued at from \$1,400,000 to \$1,600,000. Spain contributed two-thirds, Portugal one-fourth, and Tunis one-tenth.

Sardines and Anchovies in Oil.

The quantity of sardines and anchovies in oil imported annually into Italy for the quinquennial amounted to about 440,000 cwts. a year, valued at \$600,000. Of the total amount three-quarters were imported from Portugal, while small quantities arrived from Spain and Norway.

QUANTITIES AND VALUES OF ALL FISH IMPORTED.

The following tabulated statistics taken from the official trade returns of the Italian Government will show the total quantity and values of all kinds of fish, with countries of origin, imported into Italy for the last three years.

IMPORTS OF DRIED AND SMOKED FISH.

Sardines and Pilchards.

Country of Origin—	1916. Cwt.	1915. Cwt.	1914. Cwt.
Great Britain.. . . .	4,362	10,408	22,528
Spain.. . . .	33,024	17,028	17,067
Other countries.. . . .	1,496	781	2,404
Total in cwt.. . . .	38,882	28,217	41,999
Total value	\$265,110	\$192,390	\$248,183

Herrings.

Country of Origin—	1916. Cwt.	1915. Cwt.	1914. Cwt.
Great Britain.. . . .	30,588	52,989	108,484
Other countries	9,862	431	838
Total in cwt.. . . .	40,450	53,420	109,322
Total value.. . . .	\$183,870	\$242,820	\$417,412

Others not Specified.

	1916.	1915.	1914.
Total in cwt.. . . .	411	2,206	6,063
Total value	\$2,618	\$14,042	\$33,072

IMPORTS OF FISH IN BRINE OR PICKLE.

Country of Origin—	1916. Cwt.	1915. Cwt.	1914. Cwt.
Portugal.. . . .	26,052	34,533	22,926
Spain.. . . .	174,992	112,939	142,667
Algeria.. . . .	41,225	27,744	23,012
Other countries.. . . .	8,844	10,010	10,102
Total in cwt.. . . .	251,113	185,226	198,707
Total.. . . .	\$2,168,717	\$1,599,686	\$1,535,474

IMPORTS OF FISH (MARINATED OR UNDER OIL).

Tunny in Boxes.

Country of Origin—	1916. Cwt.	1915. Cwt.	1914. Cwt.
Portugal.. . . .	14,942	41,844	23,843
Spain.. . . .	67,091	76,399	59,470
Tunis.. . . .	1,551	9,792	10,960
Other countries.. . . .	235	48	985
Total in cwt.. . . .	83,819	128,083	95,258
Total	\$1,752,600	\$2,678,120	\$1,775,300

Sardines and Herrings in Boxes.

Country of Origin—	1916. Cwt.	1915. Cwt.	1914. Cwt.
Portugal.. . . .	13,648	28,283	36,300
Spain.. . . .	28,879	19,993	5,297
Other countries.. . . .	1,643	1,445	2,576
Total in cwt.. . . .	44,170	49,721	44,173
Total	\$662,574	\$745,833	\$622,449

Others not Specified, in Boxes.

	1916.	1915.	1914.
Total in cwt.. . . .	10,714	5,394	2,039
Total.. . . .	\$178,450	\$85,820	\$30,591

Of the importations under this head, Spain contributed 42 per cent in the year 1915, Portugal 35 per cent, and Great Britain 17 per cent. Small arrivals from Norway, France, Germany, Switzerland, United States, and Tunis, made up the remaining 6 per cent.

Tunny otherwise Conserved but not in Boxes.

The imports under this classification are very small, Spain, Portugal and Tunis contributing together 138 cwts. in 1915, valued at \$2,520. No imports are recorded for either the year 1914 or 1916, and the importation in the years 1913 and 1912 were 4 cwts. and 70 cwts. respectively.

Sardines and Herrings otherwise Conserved but not in Boxes.

	1916.	1915.	1914.
Total in cwt.. . . .	17	2	41
Total	\$256	\$32	\$570

Spain practically controls this trade.

Others not Specified, otherwise Conserved, but in Boxes.

	1916.	1915.	1914.
Total in cwt.. . . .	57	121	125
Total	\$832	\$1,760	\$1,710

In 1915, of the total importation of 121 cwt., under this heading, the United Kingdom supplied 104 cwt. and the United States 17 cwt.

IMPORTS OF EATABLE SHELL FISH AND MOLLUSKS (FRESH).

	1916.	1915.	1914.
Total in cwt.	1,291	877	5,841
Total.	\$8,218	\$5,586	\$31,860

In 1915, Tunis contributed to the total importation of 877 cwt., 563 cwt., while France with 184 cwt., Switzerland with 99 cwt., and the United States with 31 cwt., supplied the remainder.

Cooked or otherwise Prepared.

	1916.	1915.	1914.
Total in cwt.	217	195	184
Total.	\$3,960	\$3,560	\$3,360

The United Kingdom in 1915 contributed 67 per cent of the total importations, the balance coming almost entirely from the Straits Settlements.

IMPORTS OF FRESH FISH OF EVERY KIND.

Country of Origin—	1916. Cwt.	1915. Cwt.	1914. Cwt.
France.	1,273	5,141	23,815
Greece. . . . .	.....	391	3,742
Other countries.	292	928	25,380
Total in cwt.	1,565	6,460	52,937
Total.	\$24,920	\$102,795	\$794,079

IMPORTS OF DRIED AND SMOKED FISH.

Cod and Stockfish (Italian Returns).

Countries of Origin—	1916. Cwt.	1915. Cwt.	1914. Cwt.
Canada.	184,978	232,564	213,422
Denmark.	16,673	91,341	97,000
France.	7,224	14,460	65,804
Great Britain.	62,983	55,125	70,404
Norway.	123,791	211,516	273,251
United States.	6,177	9,154	12,918
Other countries.	5,911	.....	501
Total in cwt.	407,737	614,160	733,300
Total.	\$4,448,088	\$6,699,960	\$6,333,061

As Newfoundland is grouped with Canada in the Italian trade returns, it is necessary to subtract the figures in the Canadian returns from the Italian trade statistics to show what proportion of imports were derived from Canada and what from Newfoundland.

IMPORTS INTO ITALY, OF COD, HADDOCK, LING AND POLLOCK (DRY SALTED).

Canadian Returns (from Canada).

	1916.	1915.	1914.
Total in cwt.	58,056	52,055	61,192
Total.	\$354,815	\$346,595	\$363,220

The Italian returns as above indicated show that 184,978 cwt., 232,564 cwt., and 213,422 cwt., were imported from Canada into Italy for the years 1916, 1915, and 1914 respectively. Deducting Canadian exports as given in the report of the Department of Trade and Commerce, from the total Italian imports from Canada, it is found that

Newfoundland contributed 126,922 cwt., 180,509 cwt., and 152,230 cwt., for the same years as over against the export of 58,056 cwt., 52,055 cwt., and 61,192 cwt. from Canada. The proportions may be readily seen from the following:—

	1916. Cwt.	1915. Cwt.	1914. Cwt.
Total imports from Canada.. . . .	58,056	52,055	61,192
Total imports from Newfoundland.. . . .	126,922	180,509	152,230
Total from Canada and Newfoundland (Italian returns).. . . .	184,978	232,564	213,422

It will be observed therefore that a large part of the cod and dried fish imports credited by Italy to Canada is derived from Newfoundland.

SUMMARY OF ALL KINDS OF FISH IMPORTED INTO ITALY, 1914-16.

The following table will show a summary of the quantities of all kinds of fish imported into Italy for the three years, 1914-16:—

	1916. Cwt.	1915. Cwt.	1914. Cwt.
Sardines and pilchards (dried and smoked)	38,882	28,217	41,999
Herrings (dried and smoked)	40,450	53,420	109,322
Cod and stockfish (dried and smoked) . . .	407,737	614,160	733,300
Other fish, not specified (dried and smoked)	411	2,206	6,063
Fresh fish of every kind	1,565	6,460	52,937
Fish in brine or pickle	251,113	185,226	198,707
Fish marinated or under oil (tunny in boxes)	83,819	128,083	95,258
Fish marinated or under oil (sardines or herrings in boxes)	44,170	49,721	44,173
Fish marinated or under oil (others, not specified, in boxes)	10,714	5,394	2,039
Fish marinated or under oil (tunny, other- wise conserved than in boxes) . . . . .	.....	138	—
Fish marinated or under oil (sardines and herrings, otherwise conserved than in boxes)	17	2	41
Fish marinated or under oil (others, not classified, otherwise conserved than in boxes)	57	121	125
Eatable shell fish and mollusks (fresh) . . .	1,291	877	5,841
Eatable shell fish and mollusks (cooked or otherwise prepared)	217	195	184
	880,443	1,074,220	1,289,989

CAVIAR AND EGGS OF FISH.

There was also a small importation into Italy of caviar and other eggs of fish (prepared).

COD AND STOCKFISH OCCUPY FIRST PLACE.

As is shown by the foregoing figures, cod and stockfish occupy the first place in Italian imports of fish. These products are an important staple article in Italy and especially in the southern and Adriatic provinces constitute a food substance of the very first order. This fish is imported generally hard-cured and salted in casks, or loose in the hold of sailing vessels, and that coming from the other side of the Atlantic is said to be preferred in Italy, as it generally keeps from six to eight months, whereas Norwegian cod is said to deteriorate rapidly.

EFFECT OF WAR ON TRADE.

The war has naturally caused alterations in the channels through which the trade of Italy has been carried on, alterations, however, which are quite favourable to the transatlantic shippers. Before the war imports from Canada and Newfoundland amounted to approximately 209,000 cwt. annually, while those from the Scandinavian countries reached 275,000 cwt. In 1916 the proportion was actually changed to the advantage of Canada and Newfoundland. Moreover the imports from France have diminished. This curtailment of the supplies from Scandinavia and France may be explained by the following facts:—

(1) The British Government has bought up a large part of the fresh fish from Norway, preparing same in England, in order to prevent Germany from obtaining important quantities.

(2) French fishing has been very limited, either by want of men for manning the fishing boats, or on account of the danger to which these boats have been exposed.

(3) The French Government now prohibits the export of big fish, i.e., those fish weighing more than 600 grams, with the result that practically nothing can be had from France.

OPPORTUNITY FOR CANADA.

If Canada could take advantage of the special and so favourable conditions of the moment, on account of the reduced competition from European countries, a large and profitable market for cod and dried fish would be assured. Moreover, with the soaring prices of all food products now being registered, not the least of which is the price of all kinds of meat, the present moment is the more opportune for selling large quantities of this product.

TRANSPORT DIFFICULTIES.

Of course the question of transport is now by no means an easily solved problem. The manager of one large importing house for instance in Naples writes this office that although he has placed large and regular orders in Canada for the last fifteen years, at present, owing to the scarcity of shipping space, this business has been virtually rendered impractical and almost altogether cut off.

The manager of another important house on the Adriatic sea writes that before the outbreak of the war his shipments were made regularly by the Allan Line to Liverpool, and from there to Bari by the Ellderman or the Cunard Lines. With the entrance of Italy into the war, however, the Adriatic sea was closed to maritime traffic and shipments were then made from Liverpool to Naples, and from that port forwarded by rail to Bari or to those points where the fish was to be sold. But as the war continued, transshipments became increasingly more difficult from Liverpool, so that orders were executed from Canadian or American port direct to Naples. This mode of shipment proved quite satisfactory up to January of this year. From then, however, and especially since the entrance of the United States into the war, freight had been increasingly difficult to obtain and the shipments from Canada had ceased altogether.

NEWFOUNDLAND'S PRESENT ACTIVITY.

Another large firm in Naples writes that some Newfoundland exporters of cod to Italy, realizing the importance of the present opening, and the favourable opportunity now afforded for increasing their sales in this country and for getting their fish established on the Italian market while Scandinavian supplies are reduced, have succeeded with Government aid in obtaining two boats for direct service from St. John's to Naples. One of these boats, the *Rutenfeld*, has already left port and the second, the *Karen*, is on point of departure. Each of these vessels will carry 4,000 tons of cod and dried fish to Italy, but this quantity, so it is stated, is trifling compared with the largeness of the demand. The Neapolitan further writes that it is

to be hoped that other vessels, as expected, will follow from Newfoundland, and that immediate steps will be taken, if possible, by Canadian shippers of cod for the bettering of the present transport service between Canada and Italy. If arrangements could be made, a market of important proportions is open to our exporters.

PACKING OF COD AND DRIED FISH.

There seems to be different opinions held as to the best mode of packing cod and stockfish for the Italian market, i.e. whether the barrel and case system or the loose system in the hold of sailing vessels is most expedient. The following comments received at this office from three or four principal Italian importers are given herewith:—

(1) "With the barrel system the fresh codfish arrives too much compressed and desiccated, whereas when it is stowed in the ship's hold it remains more tender, because of the ventilation it obtains, and better assimilates the salt with which it is covered, thereby providing a more tasteful product."

(2) "The best way of packing codfish is in barrels of 4 cwt. with strong staves or in cases of 2 to 4 cwt. fitted with wooden or very thin iron hoops which prevents breakage during loading or unloading. Codfish may also be shipped loose in sailing-vessels, but in this case the shipper ought to charter only first-class vessels and ship sound first quality goods. It is particularly recommended to ship well dried and well prepared fish in order to prevent its turning bad during the long voyage."

(3) "The best way of shipping codfish is loose in small lots of 200/500 tons. Small single lots are packed in barrels of 4 or 5 cwt. or in cases of 100 or 200 kilograms, or in bales of 1 cwt. each. In our opinion barrels and cases are preferable to bales for shipments from Canada."

(4) "From Canada the species "Gaspé" and "Shore" are imported, generally shipped in barrels of 5 cwt. but sometimes also loose in sailing vessels. From Newfoundland we receive loose shipments under the name of "Labrador," after the place of origin. I should not know what recommendations to make as the fish is generally bought with guarantee as to quality, whilst weight is guaranteed by the bills of lading. I could not advise any modifications or more practical way of packing. Shipments to Italy are made either by steamer via New York or directly by sailing vessels."

HOUSES WITH WHOM NEGOTIATIONS ARE INVITED.

Any Canadian firm handling cod and dried fish who is in a position to increase its overseas trade with Italy, or who is anxious to establish new connections, may obtain from the Commercial Intelligence Department the names and addresses of some of the largest firms in Italy who carry on an exclusive business in dried and conserved fish. (Refer File No. 19095). Moreover inquiries have been sent to the Commercial Intelligence Branch of the Department from Italian agents, who handle cod and dried fish, one of whom sells mostly in the southern and eastern provinces, while another has among its connections the Unione Co-operativa of Milan, the largest co-operative store in Italy. (Refer trade inquiries Nos. 1503, 1505, 1509, 1624 and 1636).

PREPARE FOR AFTER THE WAR.

Canadian exporters, who, in view of the present difficulties of transport, are unable to make shipments during these abnormal times, would be well advised to correspond with Italian houses immediately with a view to exploiting this market after the war. The field is worthy of cultivation and the dry fish which is imported from Canada into Italy is considered of the very best quality, and has always given the highest satisfaction except in a few cases where faulty conservation is to blame. It ought to be comparatively easy therefore for Canadian exporters to come to an understanding with the principal Italian importers, and to render the fish destined for Italy always adaptable

to the requirements of the market. If modifications in mode of conserving are suggested by houses on this side, and if these suggestions are carefully followed out, the stronger naturally will be the local demand.

PRICES OF COD AND STOCKFISH.

The approximate prices of cod and stockfish delivered c.i.f. Genoa or Naples in 1914 and at present (1917) are given herewith:—

Year.	Variety.	Price.
1914	Codfish..	\$ 7 27 per cwt.
1914	Stockfish..	10 90 “
1917	Codfish..	22 72 “
1917	Stockfish..	61 81 “

CANNED SALMON.

Canned salmon is prominently displayed in the windows of the hundreds of “drogherie” or grocery shops to be found in the large commercial centres such as Milan, Genoa, and Naples. The majority of the Canadian salmon shown here is branded “Packed in the Dominion of Canada,” but with the label and name of a very large exporting house in London, England, who buys the pack in Canada and resells to importers in Italy who wholesale to the grocery shops. More recently, however, a well-known Genoese import house is buying direct from Canada and sells the salmon with labels which bear the name of the Canadian and the Italian house. This latter method, if fairly tried, would probably prove the more profitable system for our exporters, and as regards the local selling price, the first middleman’s profit being eliminated, the cost would be reduced for the Italian purchaser who pays less for the salmon sold direct from Canada, than for that which arrives from England, and thus indirectly from Canada.

Both the pink and red salmon are sold in this country with a pronounced preference for the red variety, even at a slightly higher price. A prejudice exists in the popular mind against the pale coloured salmon, whose tins moreover are sometimes stated to contain more liquid and less of the salmon itself. Recently large orders were placed with a San Francisco Company for shipments of an Alaska brand, which is now in the windows of the various stores handling such products. In addition to this San Francisco brand another well-known American house has large connections on this market. The Canadian pack however enjoys a very high reputation and is competitive both as regards quality and prices.

The price of Canadian tinned salmon now in Italy is abnormally high, a $\frac{1}{2}$ -pound tin of red salmon selling for 4.20 lire (50 cents) present exchange, or approximately 80 cents normal exchange. The pink salmon sells at a slightly lower cost. The price of canned salmon has been gradually advancing during the summer and fall months, from the June price of 30 cents to the present high level. This extraordinary increase is attributed to the curtailment of supplies from England, which product, as has been pointed out, is packed in Canada, and to the present high freight rates.

If any Canadian packers can offer immediate quotations on canned salmon, a good opening is to be looked for, and the name and address of one important inquirer may be had on application to the Commercial Intelligence Service. (Refer Trade Inquiries Nos. 1505 and 1633). If owing to the demands of home consumption or other exigencies, supplies cannot be forthcoming immediately, the Canadian packers are strongly urged to turn their attention to the possibilities of this market for after the war trade.

PACKING OF SALMON.

The tinned salmon is packed in $\frac{1}{2}$ -pound and 1-pound flat and 1-pound tall tins, in cases containing 96 $\frac{1}{2}$ -pound tins and 48 pound tins. Three quarters of the demand is stated to be for the $\frac{1}{2}$ -pound tins. All the varieties for sale are attractively labelled and catch the eye even of the casual passer.

CANNED LOBSTERS.

Lobsters packed in Canada are also much in evidence in the "drogherie," but these are almost exclusively handled by a London firm and reshipped to Italian importers, who, as in the case of canned salmon, sell direct to the trade. An American brand of canned lobster is also established on this market. Owing to the very high price asked for a half-pound tin of Canadian lobster, which now retails for 4.50 lire, i.e. approximately 55 cents, the demand is naturally not very active, but if larger quantities could be obtained and placed on the market at a lower price, a much better business it is stated would result. Lobsters are also sold in one-half pound and one-pound flat tins attractively labelled.

SARDINES AND HERRINGS IN OIL.

Sardines in oil, packed in various sized boxes, is another popular canned fish. Canned tunny fish in oil has a larger importation as the foregoing figures indicate, but tunny is not indigenous to Canadian inland or coastal waters, and hence Italy's supplies of this fish must continue to come from the Mediterranean countries. A good demand exists all the year for canned sardines packed in flat rectangular boxes holding 8-10, 10-12, 20-22, 40-45 sardines. The best sellers are those holding the 10-12 and 20-22 sardines, i.e., the 8 ounce and 15 ounce tins now selling for 35 cents and 60 cents respectively.

FISH IN PICKLE.

There is constant and large local demand for pickled fish on this market, Spain, Portugal and Tunis exporting pickled herrings and pilchards in 100 kilo casks. The imports into Italy for 1916 showed a considerable increase over the imports for 1915 and 1914. If this trade were energetically taken up by our Canadian packers, pickled herring and other pickled fish should find a place in the Italian imports.

HERRINGS (DRIED AND SMOKED).

The imports into Italy of herrings (dried and smoked) in barrels, arrive mostly from Great Britain, although importations are lately falling off. There is claimed for Canadian fish of this description, if obtainable, an expanding market in Italy.

Other Fish.

If Canadian packers of other varieties of fish, e.g., canned herrings in tomato sauce, canned clams and oysters, boneless cod in boxes, finnan haddies, etc., etc., which have not up till now been tried here to any extent, are interested in exploiting this market, and will intimate such a desire to this office, sending samples of their products, energetic efforts will be taken to bring the Canadian parties in touch with importers on this side who would suitably handle their lines.

POINTS TO BE NOTED.

1. Prices to be acceptable locally should always be quoted f.o.b. Atlantic seaport.
2. A large part of the Italian import fish trade is handled by import houses or agents who through their representatives sell to wholesale houses distributed in the large consuming centres. The method referred to above of handling canned salmon through English export houses is the exception and not the rule.
3. Suitable agents are essential for successful representation.
4. Payment can be effected by drawing on the buyers or by arranging for the establishment of bank credit.
5. The present moment is teeming with opportunity for the introduction and increasing sale of Canadian conserved fish, provided inherent quality and quoted prices are competitive.

6. The value of this market for Canadian fish export after the war should not be overlooked.

7. Special inquiries forwarded this office will receive careful and thorough investigation.

ITALIAN TARIFF ON FISH.

The following data taken from the Italian customs tariff indicates the duty on fish imported into Italy.

Items.	Unit.	General Tariff. Lires.	General Tariff. Lires.
Fresh fish of every kind. . . . .	.....	Exempt.	Exempt.
Fish, dry or smoked.	Quintale.	5.0	—
Fish in pickle. . . . .	.....	6.0	6.0
Fish marinated or in oil (including tunny)—			
1. In boxes.	Quintale.	30.0	—
Agreement with France—Sardines and herrings, marinated or in oil, in boxes. . . . .	.....	.....	15.0
2. Conserved in other ways. . . . .	.....	30.0	—
Agreement with France—Sardines and herrings, marinated or in oil. . . . .	.....	.....	15.0
Eatable shell fish or mollusks—			
Fresh. . . . .	.....	Exempt.	Exempt.
Cooked or otherwise prepared.	Quintale.	30.0	—

One quintale=220½ pounds.

One Italian lire=19·3 cents.

GREAT BRITAIN.

REPORT OF TRADE COMMISSIONER.

(*Mr. J. Forsyth Smith.*)

LIVERPOOL, November 3, 1917.

IRISH DEMAND FOR FLAXSEED.

There is a strong demand in Ireland for flaxseed for 1918 sowings. The annual requirements for this purpose are estimated at from 50,000 to 60,000 sacks of about 182 pounds. Under normal conditions, two-thirds of the supply comes from the Riga and Pernau districts of Russia, and the remaining third mainly from Holland, with small quantities, estimated at less than 2,000 sacks, from certain districts of Yorkshire.

For 1918 sowing, there will be no Russian seed available, and Dutch supplies will, undoubtedly, be considerably less than average, as the growing season has been unfavourable, and the Government have also required the farmers to grow foodstuffs on much acreage usually devoted to flax. It is estimated that 16,000 sacks of Dutch seed may come in, and to this may be added 8,000 to 10,000 sacks carried over from last season, and already in the country. No increased quantities are expected from England. Some 22,000 to 32,000 sacks, therefore, must be obtained from other than usual sources. Some of this will be contributed by Ireland, as the Irish Department of Agriculture is requiring growers to reserve a portion of their crop for seed purposes. The trade, however, are very doubtful as to the quantity or quality of this home supply, as the season has not been favourable, and Irish seed has not hitherto been used on a large scale for sowing. Some purchases of Japanese seed will also be made, but, on account of distance and transportation difficulties, this is not expected to be an important factor in the situation. It is clear, therefore, that Canada can find an eager market in Ireland for all the true fibre-producing seed she is likely to be able to supply.

ONLY FIBRE-PRODUCING SEED REQUIRED.

It must be emphasized that no Belfast dealer will buy seed that is not guaranteed to be the true blue blossom fibre-producing variety. They can only sell under such a guarantee, and, in the event of any mistake occurring, heavy damages would be recoverable from them by the grower. It would be particularly unfortunate if any such mishap should occur at the present time in connection with Canadian seed, as unsatisfactory shipments would irretrievably damage the present very bright outlook for an increasing business. In view of the risks involved, seed from new sources of supply is very difficult to introduce, but Canadian seed has now overcome the worst of the initial difficulties. Though the prejudice built up by years of successful results from Russian and Dutch seed has not yet been overcome, the Canadian product is very favourably regarded by the trade, and war conditions furnish an exceptional opportunity for it to establish itself firmly on the market.

SEASON FOR SHIPPING.

Sowing takes place in April, but, although supplies could be handled throughout February and March, it is advisable that the seed should be in the hands of the dealers not later than the end of January. There is one direct line of cargo boats, the Head Line from Canada to Belfast, but is probable that most shipments would have to be made via Liverpool.

PURCHASING ARRANGEMENTS.

Most dealers prefer to buy, but many would also sell on consignment, and one prominent firm does business, exclusively, on that basis.

DEALERS' APPRECIATION OF CANADIAN SEED.

From 3,000 to 4,000 sacks of Canadian seed were sown last year, and, in general, the trade are well satisfied with its quality and purity, though one complaint was received as to the large proportion of broken seeds sometimes included. The suggestion was made that there should be a brand on the bags, and that the year in which the seed was grown should, also, appear on the bags.

IRISH GOVERNMENT TESTS.

The Irish Department of Agriculture conducted a series of experiments in 1916 to test the suitability of flaxseed from various sources for sowing in Ireland for fibre production. The average results obtained at four experimental centres are tabulated as follows:—

Variety of Seed.	Average Yield of Scutched Flax per Statute Acre.	Average Value of Scutched Flax per Stone.	Average Return from Scutched Flax per Statute Acre.		Average Return from Flax and Tows per Statute Acre.	
	Pounds.	s. d.	£	s. d.	£	s. d.
Minnesota (25)	215	22 2	17	1 3	17	18 11
Yorkshire	425	25 10½	39	4 8	40	1 8
Dutch White Flowering . .	444	25 4½	40	2 1	41	1 3
Canadian Fibre Variety . .	410	25 0	36	11 9	37	9 8
Pernau Crown (Russian)	405	24 9	35	14 7	36	13 1
Irish Dutch Child.	368	24 7½	32	7 3	33	4 5
Dutch	395	24 1½	34	0 0	34	17 10

The Minnesota 25 was a variety grown in the United States for seed purposes. At three centres, Japanese seed was also tested, and gave satisfactory results, the average returns from flax and tows per statute being £36 1s. 3d.

Summing up results, the report says: "It will be seen that, of the varieties tested Dutch (White Flowering), Yorkshire and Canadian gave better results than Pernau

Crown (Russian) and Dutch seed; Minnesota 25 was relatively a failure. Japanese seed proved quite satisfactory. These results, which confirm those obtained in 1915, demonstrated that seed suitable for the requirements of Irish growers for fibre production might be obtained from England, Canada, Japan and home-grown crops, as well as from Russia and Holland, whence our main supplies have hitherto been obtained."

Dealing more particularly with Canadian seed, the report continues: "The seed used with such satisfactory results in the trials mentioned above was obtained from fibre flax of Dutch origin grown in Ontario. The area under this variety of flax in Canada was in 1916 about 5,000 acres, and over 2,000 bags of seed reputed to be the produce of this flax have been shipped to this country by a Canadian firm of high standing. The seed though small is plump, and various samples of different shipments that have been tested germinated at rates varying from 90 to 97 per cent. From 6 to 20 per cent of broken seeds occur, however, in the samples. These seeds invariably fail to germinate, and in the reports of the tests they were accordingly classed as impurities. There are also several hundred bags of Canadian seed of 1915 growth in the country of the same stock as that from which the seed used in the department's 1916 trials was obtained. A number of samples of this seed have been tested and have given germinating results of 80 to 93 per cent. The samples contained from 6 to 8 per cent of broken seeds."

The Irish Seed Testing Station tests seed for farmers at the charge of 3 pence per sample, and farmers are specially cautioned against buying old seed without a statement from the seller as to the percentage of germination and without having samples tested. It is stated to be undesirable to risk sowing seed giving a much lower rate of germination than 70 per cent.

GOVERNMENT CONTROL OF IMPORTATION.

The present situation in regard to dealing in flaxseed for sowing is somewhat unsettled, as, pending some action to be taken by the Government authorities, dealers are not allowed to make any sales. There has been some suggestion that the Department of Agriculture, acting in conjunction with the Food Controller, may arrange for the purchase of the Canadian seed required and its subsequent distribution through the regular channels. One dealer consulted, who has recently discussed the situation with the authorities, was quite satisfied that this would be done. The consensus of opinion among the trade, however, was that Government regulation would not affect arrangements for incoming supplies, except by fixing prices, establishing definite rates of profit, and doing away with unnecessary middlemen.

PROSPECTS FOR THE FUTURE.

The enemy occupation of some of the most important Russian flax-producing districts is likely to cause such disorganization of the Russian industry that, even if the war is not prolonged, it will be some time before Russia is in a position to send forward supplies comparable with those exported to Ireland in pre-war years. The demand in Holland for increased production of foodstuffs for home consumption should also result in a further reduction in the supplies available from that country next year. The outlook is, therefore, for the maintenance of a strong demand for Canadian flaxseed for the next two or three years at any rate, and growers who can produce the fibre-making variety required should find it to their advantage to increase their production considerably.

NAMES OF BELFAST FLAXSEED DEALERS.

The names and addresses of the principal Belfast dealers, with some particulars as to their requirements, etc., may be obtained on application to the Department of Trade and Commerce, Ottawa. (File No. 13313.)

GREAT BRITAIN.**REPORT OF TRADE COMMISSIONER.***(Mr. Harrison Watson.)*

LONDON, ENGLAND, November 13, 1917.

TEA TRADE IN 1916-17.

Messrs. Brookebond & Company, Ltd.'s Annual Review of the Tea Trade is published at a time when the shortage of tea supplies has been causing general inconvenience and thus incidentally illustrating the extent to which the drinking of tea has become an indispensable feature in the life of this country.

It is pointed out, however, that the existing shortage is not one of production but of lack of means of transportation, because the 1916 crop was a good one and nothing like the whole of it was exported either from India or Ceylon, and much of it is still stored there.

The Position in the United Kingdom.

Transportation difficulties have so affected the position that last season's tea was sold in London in October, although the new season's tea usually reaches London in August, and the unusual situation was experienced of both crops being sold side by side.

The shipping controller's original arrangement was to provide for the shipment of between 16,000,000 pounds and 17,000,000 pounds a month from India and Ceylon for civilian consumption. The extent to which this intention has been frustrated is illustrated by the fact that during the week ended September 29 only 550,000 pounds came to hand, the normal consumption being 6,000,000 pounds or more a week. The food controller is preparing a scheme for the purchase in India and Ceylon of all tea needed for use in the United Kingdom and for its shipment to this country where it is to be distributed through the usual channels.

It will be recalled that in February of the present year the import into the United Kingdom of any tea not British grown was forbidden, so that we are entirely dependent on what can be brought from India and Ceylon, and this regulation, besides causing a radical alteration in the tea trade of this country in so far that it has cut off shipments from China and Java which normally average about 2,500,000 pounds a month, makes a difference when supplies are short.

The Consumption of Tea.

It is pointed out that it is impossible, owing to world-wide dislocation, to give the usual annual statistics relating to production and consumption of tea throughout the world and even as regards the United Kingdom, because the Board of Trade ceased to publish import statistics after the end of February.

Under these circumstances it is impracticable to give reliable figures as to home consumption for the past year. To the end of 1916 the amount delivered was about 15,000,000 pounds less than during 1915. The tea sold at public auction from July 2 to October 16, 1917, was only 32,000,000 pounds, whereas during the same period of 1916 the amount on which duty was paid for home consumption was 70,000,000 pounds. These figures, however, must not be taken to prove that much less has been consumed, because much of the tea required for the army and navy does not pass through the customs. So far as it is possible to judge, the demand has not decreased, in spite of

enhanced prices. There is plenty of money in the country and nothing but shortage of supply will prevent people buying tea, no matter what the price.

After the English-speaking races, the Russians are the greatest tea drinkers, the consumption being said to vary from 10 oz. a head in European Russia to nearly 5 pounds in Eastern Siberia. Upon the average, however, the consumption is less than 1 pound a head. Measuring therefore by the amount of dry tea consumed, the Englishman, whose average is nearly 7 pounds a head, takes more than the Russian, but if it were possible to measure the quantity of liquid tea drunk, we should possibly find the position reversed.

English people are inclined to be extravagant in their use of dry tea and to use low priced kinds. The Russians buy good tea and infuse it several times getting the utmost they can out of every leaf. At present while tea is grown in Russia the quantity produced is comparatively very small.

Consumption in India is increasing, but requires to be cultivated, and while it is not possible to gauge the consumption on the continent of Europe generally, there is every reason to believe that it is increasing in most countries.

Indian Crop.

The following table gives the distribution of the Indian crop to March 31, the latest date for which figures are available this year, for the last three seasons:—

	1916-17. Lb.	1915-16. Lb.	1914-15. Lb.
United Kingdom.. . . .	211,000,000	232,500,000	224,000,000
Australasia.. . . .	5,750,000	9,500,000	11,000,000
Canada and the United States.. . .	7,750,000	11,750,000	8,000,000
Russia.. . . .	37,250,000	49,000,000	28,000,000
Bombay and Persia.. . . .	12,000,000	19,750,000	9,500,000
All other ports.. . . .	6,250,000	6,000,000	5,000,000
Total from Northern India.. . .	280,000,000	328,500,000	285,500,000
Total from Southern India.. . .	20,000,000	21,500,000	21,000,000
	300,000,000	350,000,000	306,500,000

The figures for this year, however, do not comprise the whole crop, which amounted to about 345,000,000 pounds, or 9,000,000 pounds less than last year.

It will be noticed that shipments to Australia have decreased, partly due to difficulties of transportation, but also to the large number of Australians who have gone overseas to join the Imperial Forces. Normally more tea is drunk, in proportion to the population, in Australasia than in any other part of the world. Australia has also prohibited the import of all tea not grown in the British Empire.

The reduction in exports to Canada and the United States is probably more apparent than real, because a great deal of tea went to North America through Great Britain until the exportation of tea from the United Kingdom was forbidden. Since then Canada and the States have bought largely in Calcutta.

It is mentioned that direct shipments to South America from India have almost doubled during the twelve months.

Ceylon Crop.

The total crop, as far as reliable figures are available, was 202,000,000 pounds, about 9,000,000 less than the previous year. The output was reduced in the early part of 1916 by a severe drought, which also had the effect of producing some very fine cold weather teas. Shipments to the United Kingdom show a reduction, owing to lack of transport, to 111,000,000 pounds in comparison with 121,000,000 pounds in the previous year. Exports to Russia, Holland, Denmark and Scandinavia increased.

The Production of Tea in the British Empire.

While India and Ceylon supply almost all the tea known as British-grown, other places in the Empire growing tea are Natal, Nyasaland, Jamaica, Mauritius, the Fiji Islands and Uganda. So far the industry in Natal has been disappointing. The output in 1910-11, 2,092,000 pounds which has gradually decreased until the quantity produced in 1916-17 was only 1,575,000 pounds. The falling off is attributed to labour difficulties and the more attractive wages offered by other industries.

In Nyasaland the position is much more satisfactory and the area under tea is expanding and is now 4,000 acres. The crop in 1916 was double that of any previous year, and while the figures for 1916-17 are not obtainable, there is good ground for thinking that exports will increase considerably.

Practically all the tea grown in the rest of the countries given is consumed locally.

Java Crop.

Java had a record crop last year. This year the output is somewhat smaller, though larger than the year before last. While less tea has been sent from Java to Great Britain and to Holland and Australia, when the embargo on imports into the United Kingdom came into force, the Java planters combined and despatched several large cargoes to the United States, their own representatives going with the tea to superintend the selling.

Sumatra.

The cultivation of tea makes good progress here where very high yields are obtainable, in some cases 1,200 pounds to 1,400 pounds per acre. The average per acre for plants in their sixth to eighth year, the period of full bearing, is from 400 pounds to 1,000 pounds, while in India over 800 pounds is unusual. 1,388 pounds on a Ceylon estate and 1,100 pounds in Java are mentioned as record yields. Like other producing countries Sumatra finds a difficulty in disposing of her tea, the only markets open to her being America and Russia, the latter of which has ceased to be a buyer at the present time.

China.

Trade between China and Great Britain has been much restricted during the twelve months under consideration, but so far as reliable information goes China tea seems to have done fairly well, the strong demand from Russia having to some extent compensated for the cessation of exports to the United Kingdom. It is important to note that the Chinese Government now realizes the need of a reform of the old-fashioned methods of cultivation and manufacture and has already taken steps.

Indo-China.

The quality of tea has greatly improved since export was first instituted in 1900, many of the chief exporters having introduced modern methods of manufacture. The greater part of the tea exported naturally goes to France where it is blended, and ceases to be known as annam tea. The more enterprising exporters, however, propose to send their produce to France to be sold under its own name. It resembles the Chinese variety, but is said to be richer in theine and to contain less tannin than that grown either in India or China.

The report concludes as follows:—

“There has certainly been no decrease in the demand for tea during the last twelve months, if we take all parts of the world into consideration; decrease in consumption in one part having been balanced by increase in another, so that we have good ground for hoping that when the war is over and the impediments to transit removed, the planter will have no difficulty in finding markets for his produce. He may have to curtail output for a time, but that would probably improve the strength of his plants and enable him to produce bumper crops in future years.”

NORWAY AND DENMARK.

REPORT OF COMMERCIAL AGENT.

(Mr. C. E. Sontum.)

CHRISTIANIA, NORWAY, October 30, 1917.

THE IMPORT TO NORWAY DURING THE FIRST SIX MONTHS OF 1917 AS COMPARED WITH THE SAME PERIOD 1916.

According to the statistics recently published, the imports to Norway of food-stuffs have been considerably smaller during the first half of this year compared with last year. Of whole unground wheat, however, there has been imported 45,379 tons in 1917 for that period as against 24,682 tons in the corresponding time last year; also of malt, beans and peas there has been imported a little more in 1917, but otherwise there is a marked reduction from last year. Of unground barley there has only been imported 17,060 tons this year against 37,687 tons, of unground corn 16,901 tons against 32,297 tons, of unground rye 88,349 tons against 97,512 tons, of wheat-flour 33,331 tons against 49,781 tons, of rye flour 994 tons against 3,900 tons, and of oat-meal 2,391 tons against 2,767 tons.

On the other hand the import of meats has been larger during the first six months of 1917 than in 1916 during the same period, thus of fresh meats in whole carcasses 1,950 tons against 123 tons, of other meats 3,202 tons against 340 tons, and of unsmoked salted pork 3,748 tons against 2,023 tons. Of lard the import has been 1,438 tons against 1,007 tons, and of fresh eggs 526,000 pounds against 270,000 pounds. Of live cattle only one against 277 in 1916.

The import of sugar has been about the same for the two half years, viz., in the neighbourhood of 30,000 tons. Of syrups and molasses there has not arrived more than 4,218 tons during the first one-half of 1917 against 8,326 tons in the same period of 1916.

Of other articles may be mentioned:—

Tomato sauce, 148 tons in 1917 against 1,071 tons in 1916; potato-flour, only 100 tons against 892 tons; of fresh potatoes, practically nothing against 13,093 tons during the first half of 1916.

Of brandies and spirits the import has been only 485,000 pounds against 3,000,000 pounds in 1916.

The imports of hides and skins has decreased. Of unprepared skins with the hair on, there has only arrived 1,139 tons against 3,047 tons, and of sole leather 277 tons against 403 tons.

Of tallow and oleo-oil the import has been larger in 1917, viz., 7,816 tons against 5,399 tons in 1916, of cotton-seed oil 10,952 tons against 6,922.

As regards minerals it may first be mentioned, that of coal there has during the first six months of 1917 arrived only 482,233 tons against 1,250,420 tons in 1916, of cinders and coke only 46,398 tons against 199,843 tons, of Chile salpetre only 45 tons against 6,407 tons, of Thomas phosphate nothing against 5,969 tons.

The metal import shows the following figures: cast iron, 13,027 tons in 1917 against 20,022 tons in 1916; iron in lengths, bolt iron and hoop iron, 17,641 tons against 26,402 tons; sheet iron, 7,058 against 32,491 tons; galvanized, etc., iron, 5,415 tons against 19,452 tons; raw-zinc, 6,724 tons against 11,316 tons.

Of machinery there has been imported nearly 6 millions dollars' worth in 1917 against 44 millions' worth in 1916.

Until a couple of months ago, this considerable decrease in the imports has caused no serious difficulties for the Norwegian industries, farming or food supply, as there were before quite good stocks in the country, but since then matters have become serious, and for every day that now passes, the time draws nearer, when a number of factories and industries will have to stop working or decrease their output to a minimum. The shortage of fertilizers causes the farmers great anxiety for the spring. Foodstuffs are more and more drawn in under the Government control and rationed out. There is already a serious shortage of grain, flour and fats, and the prices are getting very high.

This is all, of course, a result of the present circumstances and cannot be remedied to any large extent during the war, but when that comes to an end, and times become more regular, there will be a great demand for all kinds of goods. Canadian exporters will therefore do well in having their attention on this.

GOVERNMENT MONOPOLY IN NORWAY ON THE IMPORT OF GRAIN AND FLOUR, ETC.

The Norwegian Government has resolved under the present extraordinary circumstances to make the total import of grain flour, all kinds of grit, beans, peas, and lentils subject to a government monopoly. The only exception from this is flour from rice and potato flour. This goes into force at once and also includes all shipments of these articles now in transit to Norway.

THE NORWEGIAN WOOD-PULP AND PAPER MARKET.

The pulp and paper market is very quiet and several mills have stopped work since my last report for the time being on account of the market situation and the shipping difficulties. The lumber and wood trade is also quiet and very little business is done, tonnage being also for these articles difficult to obtain.

PUMPS WANTED IN FRANCE.

The *Official Bulletin* of the United States Government announces that the following cablegram has just been received from the Paris headquarters of the American Red Cross:—

“‘Send us pumps,’ is an appeal to-day from a Red Cross delegate in the devastated area. The retreating Germans left little untouched there last spring. Spokes were cut from wheels of farm carts, orchards were felled, farmhouses wrecked. In many cases pumps were destroyed, wells filled with rubbish and polluted.

“Of the few men and women who have managed to filter back to live in the one good corner of their wrecked buildings, to clear the fields of barbed wire and try to till them, none dares drink from the old wells which they had depended on all their lives unless they bear a sign reading ‘Good water,’ to show that they have been purified.

“To these safe wells people come from far and near with their jugs and pails. To make their already difficult life a little easier and to make it possible for more of them to come back to their devastated fields—all they have—as soon as pumps can be bought, ten will be sent to fill the need for them in this district. It is a real though slight contribution to the giant task of reconstruction.”

ENGLISH DEMAND FOR LEATHER BELTING INCREASES.

(*Consul E. Haldeman Dennison, Birmingham, United States Commerce Reports.*)

Before the war there was little opportunity for the sale of American belting in the Birmingham district. The trade was very carefully looked after by British manufacturers, who claimed that their product was the best in the world. They had the advantage of being on the spot, kept a large stock of their belts always on hand, and covered the country with active salesmen. Conditions now have materially changed. Government factories, munition factories and other establishments, not only in this country but also in France and other allied countries, are demanding greatly increased quantities of leather machine belting for their work, so that belting of this kind has come into great prominence in spite of the high price of raw material. The market demands belts of the very best quality, such as will do the work called for efficiently and without requiring too much attention. The best British belts fulfil these conditions.

EFFECTIVE WAY TO SELL GOODS.

The business should be placed in the hands of some one in close touch with the machinery industry who could give his whole attention to such products. The ideal way for an American firm would be to have its own representative over here to make a study of British terms and customs and carry a large stock. If a firm is not prepared to go to this expense, which, of course, would be considerable, then an agent should be selected from among the firms on the list that is forwarded. It might be advisable to provide for such a representative an allowance for advertising. It may be that London would be a better centre from which to work. In any event, there is a big opening in the United Kingdom for leather belts.

COLLECTIONS OF FOREIGN DRAFTS EXPLAINED.

In the November issue of the *Foreign Trade Bulletin*, issued by the Foreign Trade Information Bureau of the American Express Company, 65 Broadway, New York, the subject of collecting foreign drafts is covered as follows:—

“Undoubtedly the most commonly used process for making collections against shipments of American products going abroad is an arrangement whereby the exporter draws a draft upon the purchaser. By this means neither the exporter nor the purchaser need tie up their capital, but, by combining their signatures, can jointly obtain the credit facilities which are advantageous to both parties.

“In a great many cases, however, shippers prefer not to offer these drafts for sale to the banks which handle them, but, after having made them out for an amount sufficient to cover exchange, interest and all other charges, turn them over to their banker for collection. Under these circumstances, payment is not made by the American banker until the proceeds have been received from his foreign correspondent.

“This does not necessarily mean that the standing of the shipper makes it inadvisable for the bank to purchase his bills of exchange. On the contrary, it may be that the discount rates are unfavourable, and the exporter, having ample funds, prefers to wait for the returns after collection abroad. Or, again, it frequently happens that the consignee is unknown and the shipper does not wish to discount his draft with his bank, when he feels uncertain that it will be taken care of at the other end, thereby possibly incurring expensive protest fees and other charges.

"In other instances, shippers arrange with consignees to allow them to take delivery of the underlying merchandise in part lots, making pro-rata payments, and therefore it is preferable not to sell the draft, but to have returns made for each part lot as delivered.

"Once having decided to adopt this "collection" method, it is important that instructions given with the drafts sent for collection should be full and complete. For example, in India and other eastern countries, and occasionally in Europe, documents accompanying the draft are always delivered "against payment," if definite instructions are lacking. On the other hand, in some countries of South America, shipping documents are not held by the bank, once a time draft has been accepted. Therefore, it is advisable for the exporter to include in his letter to the banker a statement as to whether documents are to be given up "against acceptance" or "against payment."

"Furthermore, the instructions should outline whether the draft is to be protested in case of non-acceptance or non-payment, and whether advices of non-payment are to be made by mail or cable.

"If such advices are received, the exporter will find that his banker usually is in a position to look after his interests in numerous ways. For example, new instructions often are given to clear and store the goods, pending their re-sale to someone else in the same foreign city. This is of great importance in many South American countries, where clearance must be effected within a limited time after the arrival of the shipment, or else heavy penalties are incurred. Or, if non-payment is due to temporary financial difficulties of the purchaser, the collecting bank, upon receipt of new authority, is in position to obtain full satisfaction by using the installment plan. Allowing payment of one-third of the draft in 30, 60 or 90 days has been successfully applied in cases, which have appeared to be hopeless at first. Or again, if the shipment is valuable, instructions may be given to reforward it to another nearby market or even to return it to the United States.

"In many cases, shippers request that return of their funds should be made by cable. It should be noted that when this procedure is adopted for obtaining funds from drafts drawn in United States dollars, interest has to be deducted from the face amount of the draft for the approximate time for mail advices to reach this country. This is due to the fact that payment at the cable transfer rate cannot be enforced abroad, and the drawee, if he insists, may legally pay at the check rate on New York.

"Next comes the question as to who is to pay the collection charges, these being nominal sums levied upon a graduated scale and based upon the face amount of the draft. The answer depends entirely upon the conditions previously agreed upon between the seller and the buyer. If such charges are to be assumed by the purchaser of the goods, the clause 'payable with all collection charges' should be added to the draft.

"In the absence of any previous agreement as to the payment of such charges, exporters should remember that the laws of many foreign countries, particularly in South America, make it impossible for the banker to collect more than the amount for which the bill is drawn.

"Quite frequently, the above clause is used without the consent of the purchaser, and the collecting bank has the alternative of declining to receive payment altogether or of waiving all claim to the charges. If they are waived, the banker does so because he believes it to be against the exporter's interest to refuse the face amount of the draft and naturally will look to the exporter to refund him for his services to the extent that he was entitled to collect from the drawee."

WEIGHTS AND MEASURES FOR CHEMICAL MANUFACTURERS.

An important New York house dealing in chemicals and drugs has issued a table giving the following information regarding weights and measures that may be useful to Canadian chemical manufacturers:—

	Packing.	Gross.	Tare.	Net.	Measurement in Inches.	Cu. ft.
Acetone	110 gal. drum	845	185	660	41 x 32 x 33	24.3
Acid Acetic, all grades	Bbbs	475	75	400	34 x 24½ x 24½	12
Acid Acetic, all grades	Carboys	180	70	110	26 x 20 x 20	6
Acid Boric	Bbbs	275	22	253	28 x 22 x 22	8
Acid Carbolic crude	Bbbs	500	75	425	34 x 24½ x 24½	12
Acid Carbolic crystals	Destructible drum	315	65	250	31 x 24 x 24	10.3
Acid Carbolic crystals	55 gal. drum	600	150	450	32 x 25 x 25	11.6
Acid Carbolic crystals	110 gal. drum	1,100	200	900	44 x 32 x 32	24.3
Acid Citric crystals	Bbbs	250	20	230	28 x 22 x 22	8
Acid Citric, powdered or granular	Bbbs	285	20	265	28 x 22 x 22	8
Acid Citric crystals, granular or powdered	Kegs	126	14	112	22 x 14 x 14	2.5
Acid Cresylic	See Carbolic Crude.					
Acid Muriatic, all grades	Carboy	190	70	120	26 x 20 x 20	6
Acid Nitric, all grades	Carboy	210	70	140	26 x 20 x 20	6
Acid Oxalic (American)	Bbbs	375	25	350	31 x 24 x 24	10.3
Acid Salicylic Heyden	Bbbs	120	20	100	30½ x 20½ x 20½	7.3
Sulvay	Bbbs	168	18	150	28 x 21 x 21	7.2
Acid Stearic	Bags	202	2	200	28 x 24 x 12	4.7
Acid Sulphuric, all grades	Carboys	250	70	180	26 x 20 x 20	6
Acid Sulphuric	55 gal. drum	900	150	750	32 x 25 x 25	11.6
Acid Sulphuric	110 gal. drum	1,720	220	1,500	41 x 32 x 32	24.3
Acid Tartaric, powder, crystals or granular	Bbbs	Net weight varies from 239 to 450.				
Acid Tartaric, crystals, granular or powder	Kegs	126	14	112	22 x 14 x 14	2.5
Albumen Egg	Cases	250	50	200	32 x 18 x 17	5.7
Alum Lump	Bbbs	375	25	350	31 x 24 x 24	10.3
Alum Powdered	Bbbs	425	25	400	31 x 24 x 24	10.3
Alum Chrome	Casks	600	70	530	34 x 27 x 27	14
Alumina Sulphate Lump	Bbbs	375	25	350	31 x 24 x 24	10.3
Alumina Sulp. Powder	Bbbs	425	25	400	31 x 24 x 24	10.3
Ammonia Alum	Same weights as powdered or lump Alum.					
Ammonia Anhydrous	Large cylinder	392	242	150	87 x 12 x 12	7.25
Ammonia Anhydrous	Standard cylinder	287	187	100	86 x 10 x 10	5
Ammonia Anhydrous	Small cylinder	157	107	50	48 x 10 x 10	2.8
Ammonia Carbonate	Special Packing					
Ammonia Sulphate	Bags	204	4	200	28 x 24 x 16	6.2
Aniline Salt	Special Packing					
Aniline Oil	110 gal. drum	1,100	200	900	41 x 32 x 32	24.3
Antimony Needle	Special Packing					
Antimony Oxide	Casks	565	65	500	Shipped by weight	
Aqua Ammonia	110 gal. drum	970	200	770	41 x 32 x 32	24.3
Archil Extract	Casks	1,200	200	1,000	Shipped by weight	
Arsenic White	Kegs	650	35	615	30 x 22 x 22	8.4
Barium Nitrate	Casks	865	65	800	Shipped by weight	
Barium Sulphate (Blanc Fixe)	Bbbs	375	25	350	Shipped by weight	
Benzol	110 gal. drum	950	200	750	31 x 24 x 24	10.3
Monochlorbenzol	110 gal. drum	1,200	200	1,000	41 x 32 x 32	24.3
Nitrolbenzol	110 gal. drum	1,200	200	1,000	41 x 32 x 32	24.3
Beta Naphthol	Special Packing					
Bleach	Export drum	500	50	450		12
	Drum	327	27	300		9
Blue Vitriol	See Copper Sulphate					
Calcium Chloride	Drum	613	13	600	31 x 22 x 22	8.5
Copper Sulphate	Bbbs	690	65	625	33 x 27 x 27	13½
	Bbbs	450	25	425	31 x 24 x 24	10.3

WEIGHTS AND MEASURES FOR CHEMICAL MANUFACTURERS.—*Continued.*

	Packing.	Gross.	Tare.	Net.	Measurements in Inches.	Cu. ft.
Epsom Salts...	Bbbs.	325	25	300	31 x 24 x 24	10·3
	Kegs.	125	13	112		3·3
Formaldehyde	Bbbs.	470	70	400	33 x 25 x 25	12
Formaldehyde-Heyden	Bbbs.	520	70	450	34½ x 25½ x 25½	13·6
Fustic Extract	Bbbs.	600	60	540	34 x 24½ x 24½	12
Glauber Salts, crystals	Bbbs.	375	25	300	31 x 24 x 24	10·3
Glauber Salts, powder	Bbbs.	425	25	400	31 x 24 x 24	10·3
Glycerine, all grades	Drum	1,300	200	1,100	41 x 32 x 22	24·3
		Packing varies according to Manufacturer				
Hematin, crystals	Bbbs.	370	70	300	34 x 24½ x 24½	12
Lithopone	Bbbs.	450	25	425	31 x 24 x 24	10·3
		Packing varies according to Manufacturer				
Logwood Extract, solid	Cases	56	6	50	11 x 11 x 11	11 cu. in.
		Packing varies according to Manufacturer				
Logwood Extract	Bbbs.	540	70	470	34 x 24½ x 24½	12
Magnesium Chloride	Drum	570	20	550	31 x 22½ x 22½	9
Naphthalene Flakes	Bbbs.	250	25	225	31 x 24 x 24	10·3
Naphthalene Balls	Bbbs.	275	25	250	31 x 24 x 24	10·3
Paranitraniline		Special Packing				
Paraffine Wax	Bags	202	2	200	31 x 21 x 13	4·9
		222	2	220		
Phenol		See carbolic acid crystals				
Potash Bichromate	Casks	775	75	700	34 x 27 x 27	14
Potash Caustic	Drum	750	20	730	Shipped by weight	
Potash Chlorate	Kegs	125	13	112		3·3
Potash Refined Nitrate (Saltpetre)	Bbbs.	525	25	500	31 x 24 x 24	10·3
Potash Prussiate red		Special Packing				
Potash Prussiate yellow	Bbbs.	500	25	475	31 x 24 x 24	10·3
Salol (Heyden)	Kegs	112	12	100	24 x 14 x 14	2·7
Sal Ammoniac	Bbbs.	270	20	250	28 x 22 x 22	8
Soda Acetate	Bbbs.	400	25	375	31 x 24 x 24	10·3
Soda Ash, dense	Bags	503	3	500		
	Bbbs.	525	25	500	31 x 24 x 24	10·3
Soda Ash, light	Bags	303	3	300		
	Bbbs.	325	25	300	31 x 24 x 24	10·3
Soda Bicarbonate	Bbbs.	423	23	400	29½ x 23½ x 23½	9
	Kegs	122	12	110	20½ x 15½ x 15½	
Soda Bichromate	Casks	675	75	600	34 x 27 x 27	14
Soda Bisulphite	Bbbs.	525	25	500	31 x 24 x 24	10·3
Soda Caustic, solid	Drum	720	20	700	33 x 21 x 21	8·5
Soda Chlorate	Kegs	125	13	112		3·3
Soda Refined Nitrate	Bbbs.	525	25	500	31 x 24 x 24	10·3
Soda Prussiate	Bbbs.	260	18	242	28 x 21 x 21	7·2
Soda Salicylate	Kegs	113	13	100	24½ x 18½ x 18½	4·7
Soda Silicate	Bbbs.	700	65	635	34 x 27½ x 27½	15
Soda Sulphide	Drum			Various packing		
Wax Carnauba, all grades	Bags	202	2	200		6
	Kegs			200	12 x 12 x 23	2
Zinc Oxide	Bbbs.	325	25	300	31 x 24 x 24	10·3

DRUMS.

As a rule the space occupied by all drums of like capacity is the same, the weight varying according to the gauge of the container.

Drums with corrugated or "pressed in" rolling hoops measure about one cubic foot less than the regular drum with attached hoops.

The articles packed in 110 gallon drums are very often packed in drums of other capacities.

Capacity.	Weight.	Measurements in Inches.
50	100 lb.	31½ x 24 x 24
55	125 lb.	32 x 25 x 25
100	175 lb.	41½ x 31½ x 31½

NOTE.—All information given in the above tables is approximate.

SUGAR PRODUCTION IN QUEENSLAND AND NEW SOUTH WALES.

FROM REPORT OF COMMERCIAL AGENT.

(*Mr. B. Millin.*)

SYDNEY, November 1, 1917.

The weather in Queensland lately has been remarkably favourable to the sugar industry. Rain has fallen in most districts sufficient to give ratoons and young plant cane a healthy lift, but not so much as to interfere with harvesting operations. The necessity for growers to get their crops off has been intensified in many cases by cane fires, making it imperative to move the cane to the mill before the setting in of deterioration. The practical holding up of the shipping trade on the coast through the industrial troubles, prevented producers obtaining necessary supplies and also made it quite impossible for them to ship their sugar. As a consequence mills have been filled with raw sugar to their utmost capacity, and great expense has been incurred in erecting additional storage accommodation.

Another difficulty which occasioned much apprehension was that of obtaining advances on the manufactured sugar, but, owing to the arrangements made by the Commonwealth Government, the mills were enabled to make payments to growers which otherwise would not have been possible.

At the mills in New South Wales the crops are somewhat below the average, some of the cane having been affected by heavy frosts. The industry in this state is, however, holding its own, and in some districts there is a good prospect of an increase in the supplies of cane.

GERMAN ECONOMIC ORGANIZATION.

In *Weekly Bulletin* No. 726, page 1427, the first installment of an article on German Economic organization was reproduced from the Board of Trade Journal. The second installment follows:

IRON AND STEEL INDUSTRIES.

The German Pig Iron Union, which was due to expire at the end of 1920, was reconstituted at the end of July last.

The Steel Works Union was due to expire on July 30 last, and the question of its renewal was expected to give rise to serious difficulties. It was anticipated, however, that in the last resort the Government would intervene to prevent the union from being dissolved.

In the iron and steel industries, the tendency to establish big mixed concerns, to combine coal mines with smelting and steel works, and steel works with rolling mills, has recently again become prominent.

TOOLS AND AGRICULTURAL MACHINERY.

It was reported on June 22 that a number of associations had been formed in the tool industry. The goods manufactured by these associations include files, saws, knives, tools, large tools and sets, swages, knife-plates, and agricultural machinery.

All these associations have formed a conjoint organization, under the style of "Werkzeug-und Stahlkontor G.m.b.H.," in Remscheid, which looks after the purchase and distribution of raw materials, especially steel.

FINE IRON PLATES.

A report appeared in the German press about the middle of July to the effect that a request, supported by official authority, was to be made to the German fine iron plate works to consider the question of a combine.

GAS AND HEATING TUBES.

Negotiations have taken place among the gas and heating tube works for the purpose of deciding whether to convert the existing convention into a syndicate. In this instance also the impetus came from a section of the War Department which has been striving for further syndication in the iron industry.

MUNITIONS.

Reference has also been made to the expanding activities of the firm of Krupp. Not only has this firm purchased a large site for new factories at Munich, but it is systematically aiming at independence in respect of raw materials, such as iron ore, copper and coal, by acquiring other concerns.

GRAPHITE.

A Bundesrath order of August 4 last, which came into force immediately, *inter alia*, authorized state governments compulsorily to combine owners of graphite mines and graphite preparing establishments into companies, with a view to the common administration of their graphite mines and works, the supply of their works with electric power, and the regulations of their sales.

BRICK INDUSTRY.

At a recent meeting of a number of German organizations interested in the brick industry, it was agreed that, in order to abolish after the war the unhealthy conditions prevalent in the past, and largely due to over-production, the establishment of new works and the extension of old ones should be allowed until the removal of the present distress, but only so far as there is a real need for them. In a discussion at the Ministry of the Interior on the situation, a representative of the Government admitted that the condition of the brick industry, bad as it was already before the outbreak of the war, has since then become even worse. There are sufficient brick-kilns in the country to satisfy the full demand, and it was stated that unless some check was imposed the old chaos would reappear. The Government therefore supported the demand of the meeting for compulsory syndication. The proposed syndicates will regulate both price and output.

SHIPPING.

The combination of the two large German shipping companies, the Hamburg-America line and the Norddeutscher Lloyd, with a number of smaller companies already more or less dependent upon them, to form a big shipping pool, was reported in the German press at the end of August. The combine had not then been officially announced, but was stated to be "substantially completed." The formation of the shipping pool is said to have been supported by the banks and the Rhenish-Westphalian industries.

IMPORT AND WHOLESALE TRADES.

Associations have been established at Hamburg, Bremen and Berlin for the protection of import trade after the war. A parallel movement is the Central Association of German Wholesalers in Berlin, with branches throughout the country.

TOYS.

At a recent conference at Leipzig the Association for the Maintenance of the Common Interests of the Toy Industry and the associations of the German toy industry agreed to combine to form one association, under the style of the "German Toy Union," which will embrace the whole of the toy industry and trade.

OTHER INDUSTRIES.

Mining, Motor Vehicles, Machinery.

Many fusions and acquisitions similar to those noted above have taken place in the mining industry, as well as in the motor-vehicle industry. It is held that a strong demand for cars and lorries will make itself felt after the war, first to replace the vehicles handed over to the military authorities, and secondly because an increase in motoring is expected. A tendency towards concentration has also been manifested in the machinery industry.

CONDITIONS IN THE ITALIAN CHEMICAL TRADE.

(Consul North Winship, Milan, United States Commerce Reports)

In Italy, especially at Turin, considerable quantities of acetic acid are obtained in distilling wood for the manufacture of charcoal. The better grades of acetic acid are received from Great Britain. The latest statistical tables published by the Government at Rome show that during the first quarter of 1917 25 tons of pure acetic acid, not exceeding 10 per cent in glacial acetic acid, and valued at 9,000 Italian lire, were exported from Italy, while 21 tons of pure acetic acid, worth 73,000 lire, containing more than 90 per cent of glacial acetic acid, were imported. This product is very largely used in Lombardy, consular district of Milan, in the dyeing trade.

The demand for bichromates is supplied by Italian manufacturers, whose production is almost sufficient to meet the requirements. In fact only insignificant quantities are imported. The Italian producers are in Genoa.

BLEACHING POWDER, BORAX, AND CARBOLIC ACID.

The types of bleaching powder or chloride of lime that are in demand are the 35° grade, British standard, white, used for disinfections, and the 70/75 grade, grey, fused, used in ammunition factories and refrigerating plants. It is imported from Great Britain. During the first quarter of this year 218 tons, worth 33,000 lire, were shipped into Italy.

Borax or borate of sodium is manufactured in Italy, especially at Florence, but some quantities also are imported. During the first quarter of this year 120 tons, worth 81,000 lire, were shipped into Italy.

Carbolic or phenic acid is imported from Great Britain in 50-kilogramme zinc-lined iron drums, the grades required being 35/37 during the winter months and

39/40 in the other months. As this product is used for making explosives, it is controlled by the Government, and offers will have to be addressed either to the Government at Rome or to its officials in America.

The 76/78 grade of caustic soda has an excellent market, while the demand for the 72/73 grade is limited. It is extensively used here in the soap industry, and there are numerous soap factories in Milan. This product also is to be offered to the Government, as it is employed in the manufacture of munitions. The imports of caustic soda into Italy during the first quarter of 1917 were: From the United States, 2,113 tons; from Great Britain, 1,211 tons; total, 3,324 tons, valued at 2,160,000 lire.

CHLORATE OF POTASH, CITRIC ACID, AND GLYCERINE.

Chlorate of potash is manufactured in Italy. There is a factory in Legnano in this district. The product is under the Government's control, as it is used in making explosives. Considerable quantities are also imported. Offers are to be made to the Government at Rome or its officials in America.

Italy produces substantial quantities of citric acid and supplies other countries, including the United States. The exports during the first quarter of 1917 amounted to 362 tons, valued at 2,700,000 lire. Almost all the Italian citric acid is produced in Palermo. Being used in the manufacture of explosives, it is under Government control.

Glycerine is obtained here from the distillation of fat acids in the soap industry, but large quantities are also imported. Shipments of glycerine into Italy from January 1 to March 31, 1917, were: From France, 148 tons; from Great Britain, 65 tons; from other countries, 315 tons; total, 528 tons, valued at 1,585,000 lire. Glycerine is controlled by the Government.

OTHER CHEMICAL PRODUCTS.

There is no demand for soda ash, inasmuch as, owing to the high freight rates, its price would be so excessive that it is preferable to use caustic soda.

Blue vitriol or sulphate of copper, pure, 99/99½, is largely used for technical treatment of grape vines. Although it is produced in Italy, some quantities also are imported, the United States having supplied 123 tons and Great Britain 25 tons during the first quarter of this year. These imports were valued at 100,000 lire. The proper time for closing contracts is in November and December.

Carbonate of soda, solvay, 98/100, is in very large demand at present, and dealers here would like to receive offers. Contracts up to 1,000 tons might be closed at once. The imports of carbonate of soda into Italy during the first quarter of 1917 were: From Great Britain, 2,806 tons; from France, 2,101 tons; from the United States, 1,388 tons; total, 6,295 tons, valued at 1,133,000 lire. Offers are desired here also for potassium bromide and senega root.

SHIPMENTS TO VENEZUELA.—A CAUTION.

(Export World and Commercial Intelligence.)

In shipping goods to unknown individuals and firms in Venezuela it is essential to keep in mind the very important fact that in Venezuela possession of shipping documents does not give control over the merchandise covered by them. It has come to the notice of the United States consulate that disreputable individuals and firms, unknown to American exporters, sometimes succeed in getting merchandise shipped to them from the United States to be paid for upon arrival, the exporters believing that their interests are sufficiently safeguarded by having the shipping documents sent with the draft to a local bank with instructions to collect payment of the draft before delivering the documents.

SHIPPING DOCUMENTS NOT NECESSARY TO CLEAR MERCHANDISE.

The possession of the shipping documents by the bank will give absolutely no control over the merchandise covered by them, for the reason that such documents are not required under Venezuelan law for the purpose of clearing the goods from the custom-house. The only document required by the custom-house is the Venezuelan consular invoice. These invoices are made out in quadruplicate, one copy being given to the foreign exporter, one copy sent direct to the Venezuelan custom-house where the goods covered are to be entered, and one copy sent direct to the Ministry of Finance at Caracas. The copy delivered to the exporter constitutes part of the shipping documents to be turned over to the Venezuelan purchaser upon payment of the price of the merchandise. The purchaser, however, does not need these documents to clear the goods. If he does not procure them he can clear the goods on the copy of the invoice transmitted direct to the custom-house, and nobody else can clear the goods except the consignee or his duly appointed agent. The customs officials moreover do not concern themselves with the question whether the merchandise has been paid for or whether satisfactory arrangement for payment of same has been made.

CONSIGNING MERCHANDISE TO A BANK.

The only way to give a bank control over merchandise shipped to Venezuela to be paid for upon arrival is to consign the same to the bank, giving the bank instructions to turn the merchandise over to the purchaser upon payment of the draft covering cost of the goods. It is, however, not to be taken for granted that dishonest purchasers will take merchandise under such conditions, and it is not certain that merchandise shipped under such circumstances and remaining unclaimed can be disposed of with advantage to the seller.

PAYMENT BEFORE SHIPMENT OF MERCHANDISE.

So far as American shipments are concerned it is considered that the safest plan to follow in selling to persons or firms not known or known to be persons or firms to whom no credit can be given, is to require the intended purchaser to provide through a local bank the necessary credit with an American bank, with instructions that the American bank pay the amount of the order against shipping documents in New York. Even in such cases it has come to the notice of the consulate that prospective buyers sometimes suddenly withdraw their credit, after the sellers have incurred expenses in getting the orders ready, but before they have had time to present to the bank their documents for payment of the drafts.

Nothing said above is to be understood to imply anything to the prejudice of reputable commercial houses in Venezuela, at which there are a large number, to which open credit can be extended. But exporters desiring to form new connections should first inform themselves through the local banks or reporting agencies regarding the financial standing and reputation of individuals and firms from which they receive orders and which they do not know.

SHIPPING DOCUMENTS FOR SYDNEY, NEW SOUTH WALES.

FROM REPORT OF COMMERCIAL AGENT.

(*Mr. B. Millin.*)

SYDNEY, November 1, 1917.

The Sydney Chamber of Commerce has just issued a special notice recommending that during the currency of the war importers should instruct their friends to take out all shipping documents in triplicate, and similarly make out complete invoices. Original and duplicate correspondence should be forwarded by different routes and the third set should in every case be placed in an envelope endorsed "Consignee's letter only," and delivered to the agents of the vessel carrying the goods, with the request that same be sent forward in the ships' box of the vessel.

INQUIRIES FOR AMERICAN GOODS FROM DUNDEE, SCOTLAND

(*Published in the United States Commerce Reports.*)

The following list of articles for which inquiries were made at the American Consulate in Dundee, Scotland, should be of interest to Canadian manufacturers producing competitive lines:—

The delay and uncertainties experienced in 1915 by local jobbing and commission houses and other merchants, wholesale and retail, in obtaining American goods through the ordinary channels by direct orders to manufacturers or exporters resulted in a marked increase in 1916 in the number of orders sent to importing houses in the principal distributing centres in Great Britain. Owing to the unsettled state of the import trade, the smaller concerns lost touch with American exporters and became more than ever dependent upon the large importing firms. As a consequence of this shifting of local business from the American exporters to the British importing houses, there were fewer inquiries than usual at this consulate by merchants for the names of American distributors of specific lines or articles. The kinds of goods wanted by these merchants, who, in most cases obtained the desired information here from trade directories and catalogues, are shown by the following list:—

Adding machines, aluminium ware, bakers' supplies, belting, bolts and nuts, builders' hardware, boots and shoes, business systems, buttons, vegetable ivory, etc., cameras, canned goods, cattle food, cheese, asbestos cloth, emery cloth, men's clothing, dry colours, confectionery, contractors' supplies, corn flour, cottonseed meal, dyeing materials, fertilizers, engineers' fittings, window glass, glassware, kitchenware, leather, linseed cake, lumber, maize grit, motor ploughs, wire nails, novelties, optical goods, perfumes, phosphates, rubber goods, soap, starch, staves, fancy toilet goods, hand tools, metal and wood toys, tractors, rubber tubing, turpentine, wool and cotton underwear, vacuum cleaners, wall paper, binder wire.

CUBAN MARKET CONDITIONS.

The following report of prices ruling on the Havana Produce Exchange for the week ended December 3, 1917, has been furnished by Mr. Enrique R. Margarit, S. en C., 66 San Ignacio street, Havana:—

FISH IN DRUMS.

Importation—

December 5, ss. *San Mateo*, 105 drums.
 " 5, ss. *Mexico*, 10 drums.

As a result of the absence of an active demand, the market for fish in drums has been quiet this week. Notwithstanding this circumstance, holders have sustained the prices, and we can quote codfish at $12\frac{1}{2}$ and haddock at $12\frac{1}{2}$ cents per pound. There is no quotation on hake, due to the fact that the market is exhausted of this fish, the last sales having been made at $11\frac{1}{2}$ cents, and this price is predicted for the first receipts arriving here in the near future.

CODFISH IN CASES.

Importation—

November 30, ss. *Chalmette*, 1,025 cases.
 December 2, ss. *San Mateo*, 25 cases.
 " 4, ss. *Carrillo*, 300 cases.
 " 5, ss. *Mexico*, 200 cases.

No change has occurred on the prices prevailing for cod in cases. The demand for this fishstuff has been very quiet, but a strong feeling prevails among holders, in consequence of the present cool weather and, therefore, they are not willing to get rid of the stocks at prices under the present quotations. We quote at \$15 to \$18 per case for that from the United States and Canada.

HERRINGS.

The stocks available are very small and we continue quoting bloaters at \$15 per large box.

GOUDA CHEESE.

The situation for Gouda cheese remains just the same as last week, with the price of 35 to 55 cents per pound prevailing for a similar sort produced in the United States.

POTATOES.

Importation—

1,040 bags from Florida, U.S.A.
 2,000 " and 5,663 barrels from Boston.
 3,799 " and 518 barrels from New York.

The stocks of potatoes on the market at the present time are too heavy for the consumption this article has, and therefore a decline in values was predicted, but holders are sustaining the prices and we can quote at 4 cents per pound for those packed in bags and at \$6.50 per Canadian barrel.

EXCHANGES.

New York, 3 d/s., three-eighths per cent premium.

London, s/d. at \$4.78 per £.

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NOTES ON FOREIGN TRADE.

The Rice Crop of Japan.

SECOND ESTIMATE.

The following information regarding the latest estimate of Japan's rice crop has been received from Mr. E. F. Crowe, Acting Canadian Trade Commissioner, Yokohama:—

In consequence of the severe typhoon which visited Japan on September 30 and October 1 and the excessive amount of rain which has fallen during the autumn, there is a big decrease in the second estimate of the rice crop published in to-day's *Official Gazette*, as compared with the first forecast made on September 20.

This second estimate, which is based on conditions as at October 31, gives the estimated yield for 1917 as 54,951,731 koku, being a decrease of 4,424,928 koku, or 7.5 per cent, as compared with the first forecast, and a decrease of 3,491,316 koku, or 6 per cent, as compared with the actual yield of 1916. Compared with the average yield for the past seven years (excluding the best and worst years) there is an increase of 1,927,463 koku, or 3.6 per cent.

The following are the crops for the past ten years:—

Year.	Crop. Koku.
1907..	49,052,065
1908..	51,933,893
1909..	52,437,662
1910..	46,633,376
1911..	51,712,433
1912..	50,222,509
1913..	50,255,267
1914..	57,006,541
1915..	55,924,590
1916..	58,443,047
1st estimate..	59,376,659
2nd estimate..	54,951,731
Average year..	53,024,268

Utilization of Sulphite Lye in Sweden.

(Vice Consul Arthur E. J. Reilly, Stockholm, United States Commerce Reports.)

At the laboratory of the Reymerholm Company (Reymersholms Gamla Spritförädlings AB.) experiments have recently been completed with a new method for the utilization of refuse lye in the manufacture of sulphite. The difficulty in using the lye has consisted in concentrating it. By the new method the water is removed by freezing, which eliminates four-fifths of the water. The method is cheaper than that formerly employed and is considered to involve a reduction of the expenses by about 40 per cent. While the older method is based on the use of steam, water-power is used for the new. By this method also the organic substances in the lye are obtained in such a form that they can be used in many ways for dyestuffs, agglutinative substances, etc.

Reinforced Cement Pipe Industry in South Africa.

(Board of Trade Journal.)

IMPORTANT NEW PROCESS.

According to the *Cape Times* (Cape Town) of September 19, arrangements are in progress for the establishment in South Africa of works for the manufacture of reinforced cement pipes on a large scale. Cement works of considerable importance have existed in the Union for some years, and large quantities of pipes for irrigation purposes have been manufactured and have proved satisfactory, but the cement pipe which is capable of withstanding high pressure has not hitherto been made in South Africa. It appears that, as the result of lengthy experiments, a process has been perfected in Australia by which there can be produced a reinforced cement pipe capable, it is claimed, of withstanding high pressure as effectively as steel or cast-iron pipes. The inventor or patentee of the process has recently been on a visit to South Africa, and it is understood that at an early date a factory capable of producing reinforced cement pipes in large quantities will be erected in the neighbourhood of Cape Town.

The special features of the invention are stated to be that pipes can be very rapidly produced, that they can be made from local material, that they are non-porous and in every way adapted for domestic water supply, and that they can be manufactured at about one-half the cost of iron or steel pipes for the same purposes. It is understood that the process of manufacture consists of placing the reinforcing material in a cylinder; cement in a semi-liquid form is added, and the cylinder is then revolved rapidly. All water is eliminated from the cement as a result of the centrifugal motion, and the pipe is dry and ready for use soon after leaving the cylinder, the structure being very hard and quite non-porous, with the interior surface almost as smooth as finished marble. The production of a satisfactory collar joint—a requirement hitherto lacking in cement pipe industry—has been achieved by the inventor, and tests ranging from 280 pounds to 400 pounds pressure to the square inch have been successfully withstood.

It is added that the Union of South Africa Irrigation Department has expressed satisfaction with the class of pipe produced by the process, and that the proprietary company has received promises of large orders for pipes, sufficient to keep the proposed new works employed for a considerable time.

CANADIAN GRAIN STATISTICS.

Quantity of Grain in Store at Terminal Elevators, Interior Terminal Elevators,
and at Public Elevators in the East.

Prepared by Inspection Branch, Department of Trade and Commerce, Ottawa.

Week ending December 21, 1917.	Wheat.	Oats.	Barley.	Flax.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
Fort William—					
C.P.R.	447,893	308,394	95,022		861,311
Consolidated Elevator Co.	199,272	103,656	56,591	16,477	375,996
Empire Elevator Co.	254,826	274,340	47,401	80,560	657,127
Ogilvie Flour Mills Co.	480,610	79,739	64,391		624,740
Western Terminal Elevator Co.	224,233	121,971	21,407	84,325	451,936
G.T. Pacific	807,683	391,061	178,562	111,518	1,488,824
Grain Growers' Grain Co.	297,131	348,468	65,825		711,424
Fort William Elevator Co.	178,909	232,862	79,168	30,437	521,376
Eastern Terminal Elevator Co.	201,808	129,464	21,636		352,908
Northwestern.	180,713	64			180,777
Port Arthur—					
Port Arthur Elevator Co.	458,858	452,326	224,956	63,340	1,199,480
D. Horn & Co.	68,507	52,850	19,659	63,434	204,450
Dominion Government Elevator.	246,455	56,123	36,285	52,799	391,662
Thunder Bay.	153,316	251,741	70,235	35,825	513,117
Davidson & Smith.	212,705	179,927	56,777	283	449,692
Total Terminal Elevators.	4,414,921	2,982,986	1,037,915	538,998	974,820
Saskatoon Dom. Govt. Elevator.	3,218	785,403		104	788,725
Moosejaw Dom. Govt. Elevator.	29,916	459,312		1,066	490,294
Calgary.	26,384	243,412	17,134	1,885	288,815
Vancouver.	7,367	6,427	3,345		17,139
Total Interior Terminal Elevators.	66,885	1,494,554	20,479	3,055	1,584,975
Depot Harbour.	1,470,543				1,470,543
Midland—					
Aberdeen Elevator Co.	493,612	425,440	19,997		939,049
Midland Elevator Co.	614,407	329,774	67,595		1,011,776
Tiffin, G.T.P.	1,582,809	119,353	184,199		1,886,361
Port McNicol.	3,172,388	350,032	125,045		3,647,465
Collingwood.	122,269				122,269
Goderich.	562,048	175,190	48,273		785,511
Western Canada Flour Mills Co. Ltd.	687,914				687,914
Kingston—					
Montreal Transportation Co.					—
Commercial Elevator Co.		33,332			33,332
Port Colborne.	1,504,847	724,082	7,575		2,236,504
Prescott.					—
Montreal—					
Harbour Commissioners No. 1.	883,897	141,989	11,280		1,037,166
" " No. 2.	1,386,547	309,859	51,860		1,748,266
Montreal Warehousing Co.	2,016,434	16,470			2,032,904
Quebec Harbour Commissioners.	1,855	53,934			55,789
West St. John, N.B.	1,046,562	44,890	183,094		1,274,546
Halifax, N.S.					—
Total Public Elevators.	15,546,132	2,724,345	698,918		18,969,395
Total quantity in store.	20,027,938	7,201,885	1,757,312	542,053	29,529,188

NOTE: There are 12,237 bush. U.S. corn and 20,968 bush. U.S. rye in store at the Harbour Commissioner's Elevator No. 2.

Grades of Wheat, Oats, Barley and Flax in Store at Terminal Elevators, Interior Terminal Elevators, and at Public Elevators in the East for the Week ended December 21, 1917.

Grades.	Terminals.	Interior Terminal Elevators.	Public Elevators, Eastern Division.	Totals.
	Bushels.	Bushels.	Bushels.	Bushels.
Wheat—				
No. 1 Hard	9,329	.....	1,549,899	1,559,228
No. 1 Northern	1,575,279	15,944	5,475,524	7,066,747
No. 2 "	732,259	6,762	4,063,570	4,742,591
No. 3 "	511,095	1,655	2,269,938	2,782,688
No. 4 Wheat	279,020	2,498	1,185,603	1,467,121
No. 5 "	223,838	9,083	118,175	351,096
No. 6 "	148,625	6,629	18,114	173,368
Other	955,476	24,314	925,309	1,885,099
Totals.....	4,414,921	66,885	15,546,132	20,027,938
Oats—				
No. 1 C. W.	6,966	.....	.....	6,966
No. 2 "	351,126	239,560	1,132,114	1,730,800
No. 3 "	175,343	263,825	224,158	663,326
Ex. No. 1 Feed.....	307,216	374,637	273,965	955,818
No. 1 Feed.....	568,445	384,349	311,836	1,264,630
No. 2 "	588,551	142,230	295,103	1,025,884
Other	977,339	89,953	487,169	1,554,461
Totals.....	2,902,986	1,494,654	2,724,345	9,201,885
Barley—				
No. 3 extra C. W.	4,474	.....	.....	4,474
No. 3 C. W.	178,097	11,764	189,500	379,361
No. 4 "	366,950	2,444	219,973	589,367
Feed "	145,269	743	19,377	165,389
Rejected.....	216,686	.....	37,707	254,393
Other	126,439	5,528	232,361	364,328
Totals.....	1,037,915	22,479	698,918	1,757,312
Flax—				
No. 1 Northwestern Canada	392,982	2,777	.....	395,759
No. 2 C. W.	105,182	162	.....	105,344
No. 3 "	21,283	12	.....	21,295
Rejected .....	.....	.....	.....	-
Other	19,551	104	.....	19,655
Totals	338,998	3,055	.....	542,053
Corn.....				
Total quantity in store.....	8,974,820	1,584,973	18,969,395	29,529,181

Quantity of Wheat and other Grain in Store at Terminal Elevators, Interior Terminal Elevators and Public Elevators in the East on December 21, 1917, with comparisons for three years.

	Wheat.	Other Grain.	Total.
	Bushels.	Bushels.	Bushels.
<i>December 21, 1917—</i>			
Terminal elevators.....	4,414,921	4,559,899	8,974,820
Interior terminals.....	66,885	1,518,088	1,584,973
Public elevators in the East.....	15,546,132	3,423,263	18,969,395
Total.....	20,027,938	9,501,250	29,529,188
<i>December 22, 1916—</i>			
Terminal, elevators.....	14,913,833	10,323,287	25,242,120
Interior terminals.....	889,513	494,618	1,384,131
Public elevators in the East.....	6,577,614	10,204,133	16,781,747
Total.....	22,380,960	21,027,038	43,407,998
<i>December 24, 1915—</i>			
Terminal elevators.....	14,623,150	7,451,122	22,174,272
Interior terminals.....	1,054,238	127,841	1,182,079
Public elevators in the East.....	8,132,828	6,617,060	14,709,888
Total.....	23,870,216	14,196,023	38,066,239
<i>December 23, 1914—</i>			
Terminal elevators....	4,035,632	2,819,462	6,855,094
Interior terminals.....	1,874,516	919,816	2,794,322
Public elevators in the East.....	8,683,060	4,855,132	13,538,192
Total.....	14,593,208	8,594,400	23,187,608

TRADE INQUIRIES FOR CANADIAN PRODUCTS.

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those especially interested in the respective commodities upon application to: "THE INQUIRIES BRANCH, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE SECRETARY OF THE CANADIAN MANUFACTURERS' ASSOCIATION, TORONTO, or THE SECRETARY OF THE BOARD OF TRADE AT LONDON, TORONTO, HAMILTON, KINGSTON, BRANDON, HALIFAX, MONTREAL, QUEBEC, ST. JOHN, SHERBROOKE, VANCOUVER, VICTORIA, WINNIPEG, EDMONTON, CALGARY, SASKATOON, SAULT STE. MARIE, FORT WILLIAM, PORT ARTHUR, MONCTON, REGINA, WINNIPEG INDUSTRIAL BUREAU, and the CHAMBRE DE COMMERCE DE MONTREAL.

Please Quote the Reference Number when requesting Addresses.

CANADIAN EXPORTERS' NOTE.

In view of the fact that the prohibited list of imports into the United Kingdom is subject to change at any time, Canadian exporters should communicate with the Deputy Minister, Department of Trade and Commerce, Ottawa, before making arrangements to ship any of the subjoined articles to the United Kingdom.

If the shipment is destined for any country other than the United Kingdom or British Possessions, inquiries should be addressed to the Customs Department, Ottawa, to ascertain whether or not an article is prohibited from being exported and if a license for the export of the commodity referred to can be granted.

See list of Prohibited Imports into Great Britain page 645 of *Weekly Bulletin* No. 690.

1597. Wrapping paper and paper bags.—A London, Eng., firm inquires for the addresses of exporters of wrapping paper and paper bags.

1598. Furniture, etc.—A Newfoundland dealer inquires for Canadian manufacturers of church and high-class household furniture, machine-pressed carvings and mouldings.

1599. Furniture.—A manufacturer's agent in St. John's, Newfoundland, is open to represent Canadian manufacturers of church, school and office furniture.

1600. Chemicals, colours, rugs, colonial produce, etc., P.F.A. and M.P.—A merchant at Palermo would import for his own account (or represent shippers on commission) chemicals, colours, drugs, colonial produce, etc., p.f.a. and m.p.

1601. Pencils, steel pens, penholders, pins, needles, philosophical balances, drawing and designing articles, etc.—A Genoa importer would like to handle on his own account or on commission the above-mentioned articles, g.e.g.

1602. Canned goods, cinematographic films, colours, varnishes, waterproofs, household and sanitary articles, chemicals, etc.—A commission agent at Bologna would handle on commission the articles mentioned above, b.l.b.

1603. **Drapery, velvets, cotton and linen piece-goods, etc.**—A party at Bologna would represent manufacturers of the foregoing articles, b.a.p.

1604. **Flexible metallic tubes** for gas and acoustic purposes.—A Taranto company wishes to import the above, t.g.s.l.p.

1605. **Chemicals, colours, etc.**—A young man at Genoa would represent on commission manufacturers of chemicals, colours, etc., g.f.m.b.

1606. **Sulphide of sodium, soda solvary, soaps, caustic soda, fatty acids, etc.**—A commission at Genoa desires to represent suppliers of the above, g.g.a.

1607. **Ditto.**—A chemical manufacturer would buy for his own account the above-mentioned articles, g.g.v.

1608. **Wool in general tops and noils, etc.,** for the manufacture of mattresses.—A wool, etc., expert at Genoa would represent on commission exporters of the above, g.a.d.o.

1609. **Beltings, lubricants, engineering articles in general, small machinery, machine tools, ironmongery, steel, household articles, etc.**—A travelling representative would take up agencies for Italy and colonies for the foregoing a.g.v.

1610. **Silk umbrellas and parasols.**—Warehousemen at Bologna having a staff of commercial travellers at their disposal desire to be appointed sole agents for Italy for first-class manufacturers of the above, b.b. and g.

1611. **Machinery for steel works and rolling mills, machine tools for large engineering and shipbuilding works.**—An engineering office at Genoa would import for its own account or on commission the above-mentioned articles, g.f.s.a.

1612. **Forwarding and shipping agents** at Genoa are open to act for British firms for clearing goods on arrival, forwarding to destinees, collecting value, etc., g.p.f.

1613. **Canned goods, chocolate, spices and colonial produce, etc.**—A commission agent at Spezia would handle the above on commission. S./A./M.

1614. **Soap.**—An inquirer at Genoa wishes to import common soap for his own account, g.l.b.

1615. **Steel pens, pencils, writing ink, picture post cards, photographic and optical articles, chemicals.**—A Genoa commission merchant has openings for the above, g.d.e.

1616. **Iron bars (round and square), iron water and gas pipes, steel plates.**—An agent at Rome wishes to represent manufacturers of the foregoing articles, r.p.c.

1617. **Chemicals and pharmaceutical products, oils and fats, etc.**—Canadian manufacturers and exporters prepared to ship chemical and pharmaceutical products, oils and fats to Italy, either now or after the war, are invited to correspond with an inquirer in Turin, who is anxious to secure agencies for the same.

1618. **Bronze and aluminium powder.**—An agent in Turin is desirous of getting in touch with Canadian exporters of bronze and aluminium powder.

1619. **Saws, screws, files and nails.**—A house in Naples which furnishes the Royal Arsenals of Artillery and Marine is asking for Canadian saws by the metre (yard) for working wood, thickness m/m 20, 25, 30, 35, 40, 45; wood screws, files of all sizes and dimensions and other similar products.

1620. **Chemicals.**—A merchant and agent in Genoa handling chemical products such as sal-ammoniac, sulphate of soda, sulphate of copper, etc., is anxious to receive supplies from Canada.

1621. Forwarding service.—A forwarding house in Italy offers its services to Canadian exporters who are shipping to Italy or who are expecting to open up Italian business after the war.

1622. Corundum.—A firm in Turin asks for corundum from Canada.

1623. Malt.—A Turin house wishes to buy malt in Canada to replace malt formerly obtained from Austria.

1624. Grain, hides, fish and paper.—A firm in Naples, with branches in Alexandria, Cairo, Las Palmas and Salonica, is interested in importing from Canada after the war, grain, cereals and hides for their Italian trade, and herrings, dried salted fish and paper for their Egyptian business. This house is also interested in exporting to Canada certain products of Sicily and southern Italy, such as oil, chestnuts, nuts, dried figs, citrous fruits, olives of Greece and tomato sauce, etc.

1625. Machinery for working wood and metals, saws (band and circular), files, etc.—A Genoese house of agents would like to hear from Canadian manufacturers who are prepared either now or after the war to export to Italy all kinds of machinery and machine tools for working wood and metals, wood saws, band and circular, carpenters' planes, circular saws for iron. files, metals in sheets, bars and tubes and chemical products for industrial purposes.

1626. Canned fruits and vegetables.—An important export and import house of commission agents in Naples would be interested to hear from Canadian shippers of canned fruits and vegetables. This house also handles Italian olives, nuts, lemons, oranges and cheese for export.

1627. Lumber, resins and coal.—A general agent in Genoa with American references is desirous of representing in Italy a Canadian lumber firm. Sap, gum, red gum and similar products are also asked for. This house would also accept an agency for Canadian coal.

1628. Fish, cheese and conserved food products.—A ship store merchant and refrigeratory establishment in Naples is disposed to handle either now or after the war Canadian conserved fish, cheese and any kind of alimentary product suitable for cold storage deposit.

1629. Asbestos.—A large importing house in Milan and Genoa with Canadian references will be pleased to negotiate with Canadian shippers of asbestos.

1630. Mica and asbestos.—A Genoese firm which handles metals, raw materials, chemicals, etc., would be pleased to place orders in Canada for mica and asbestos.

1631. High-speed steel, saws, helices, mandrels, etc.—A house of merchants and agents in Genoa requires high-speed steel, saws for metals, chisels of high-speed steel, helices, mandrels and band saws of every dimension.

1632. Food products.—A house of agents and importers in Genoa makes inquiry for the following products: Canned salmon, conserved fruit, dry fruit, sardines in boxes, fish in pickle, canned meats (e.g., corned beef) and other similar products.

1633. Hardware, agricultural instruments and kitchenware.—An old-established house in Milan, with travelling representatives in Italy, is desirous of getting in touch with Canadian manufacturers who handle agricultural instruments such as garden rakes, spades, shovels, scythes, also files and drills and general hardware products and kitchen utensils.

1634. Transportation.—An old and large house of land carriers in Genoa will be pleased to look after the transportation of goods on this side for Canadian shippers.

1635. **Grain, dried fish and coal.**—An import agent familiar with the markets of southeastern Italy is interested in getting in touch for after-the-war trade with Canadian shippers of grain, codfish and dried fish and coal.

1636. **Colours.**—A Birmingham firm is open to receive quotations and samples of colours for the use of paint manufacturers.

1637. **Colours.**—A Birmingham firm is open to consider quotations and samples of bright reds and yellows, fast to lime and light, and bright greens and blues fast to lime, suitable for paint manufacturers.

1638. **Dry colours.**—A Birmingham firm inquires for quotations and samples of dry colours.

1640. **Wire nails.**—A Northampton firm is open to purchase wire nails.

1641. **Tool handles.**—A Northampton firm is open to import all kinds of tool handles.

1642. **Hand tools.**—A Northampton firm would like to hear from manufacturers of all kinds of mechanics' hand tools.

1643. **Cheese and butter.**—A Northampton firm is open to import cheese and butter.

1644. **Blue peas.**—A Northampton firm is open to buy large quantities of blue peas suitable for packing in bags. Samples must be submitted with prices.

1645. **Colours.**—A London firm with a Birmingham branch is open to receive quotations and samples of dry colours suitable for paint manufacture.

1646. **Asphaltum.**—A Birmingham firm is open to buy large quantities of asphaltum.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

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Grain Inspection in Canada. (*Free.*)

List of Licensed Elevators. (*Free.*)

* May be had at the prices indicated upon application to the King's Printer, Ottawa.
Publications marked *Free* may be had by those interested on application to the Department of Trade and Commerce.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Acting Canadian Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, 13 Nanking Road, Shanghai. *Cable Address, Canadian.*

Cuba.

J. C. Manzer, Acting Canadian Trade Commissioner, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. *Cable Address, Cantracom.*

Italy.

W. McL. Clarke, via Carlo, Cattaneo, 2, Milan.

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona.*

Japan.

E. F. Crowe, Acting Canadian Trade Commissioner, P. O. Box 109, Yokohama. *Cable Address, Canadian.*

Holland.

Ph. Geleerd, Acting Canadian Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.* (Exports from Canada to Holland are at present prohibited.)

Newfoundland.

W. W. Nicholson, Bank of Montreal Building, Water street, St. John's. *Cable Address, Canadian.*

New Zealand.

W. A. Beddow, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

Russia.

C. F. Just, Canadian Government Commercial Agent, Alexandrivskaia, ploshch 9. *Petrograd, Russia.*

L. D. Wilgress, Canadian Government Commercial Agent, Box 169, Omsk, Siberia.

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E. C. 2, England. *Cable Address Sleighing, London.*

J. E. Ray, Central House, Birmingham. *Cable Address, Canadian.*

J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

F. A. C. Bickerdike, 4 St. Ann's Square Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

N. D. Johnston, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Nassau, Bahamas.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.* (Exports from Canada to Norway, Sweden and Denmark are at present prohibited.)

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. *Cable Address Dominion, London.*

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Brazil:

Bahia, British Consul.
Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.
Guayaquil, British Consul.

Egypt:

Alexandria, British Consul General.

France:

Havre, British Consul General.
Marseilles, British Consul General.

India:

Calcutta, Director General of Commercial Intelligence.

Italy:

Genoa, British Consul General.
Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Consul.
Panama, British Vice-Consul.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul General.
Petrograd, British Consul.
Vladivostock, British Consul.
Odessa, British Consul General.

Spain:

Barcelona, British Consul General.
Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

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